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, MARCH 30, 1913 PAGE 1

JOEL GUTMAN & CO.

A Special Sale of SILKS Of High Degree

$1.35 Satin Tussah, 69c

A BEAUTIFUL soft, satiny finished fabric, rich, high lustre; especially adapted for full costumes; 35 light, medium and dark colorings for street wear.

$3.00 Broche Satin Crepes, $2.25

40 inches wide; silky, shimmering weave with satiny floral designs; excellent in combination with the plain crepe; street tints, also black and ivory.

$1.75 Crepe de Chine, $1.39

40 inches wide; the crisp, crinkly weave; firm and durable; splendidly finished; all the wanted shades for evening and street wear; also Black and Ivory.

$2.25 & $2.50 Crepe Charmeuse, $1.59

40 inches wide; fine, closely woven face; soft, mellow touch; dull, suede-like lustre; an excellent variety of colors; also Black and Ivory.

$4.00 Crepe Charmeuse Brocade, $3.00

42 inches wide; a weave of crepe and charmeuse—a beautiful assortment of floral effects; all the wanted tints for full costumes and combination gowns and manteaux.

$1.25 Tub Satin Messaline, 98c

36 inches wide; a soft mousseline finish; fine, luminous face; absolutely fast colors; great variety of all the Spring colors on white grounds, for Waistings, Shirtings and Dresses.

85c Satin Messaline, 49c

20 inches wide; firm, strong, durable fabric; will not split or fray; a superior fabric for dresses and linings; 15 medium and light color tints, including changeable effects and ivory.

85c Black Foulards (Cheney Bros.), 59c

23½ inches wide; fine crow black; rich, lustrous finish; absolutely shower-proof. Black only; for full costumes.

$2.50 Black Crinkle Crepe, $1.69

40 inches wide; a heavy, wavy crepe, strongly resembling the Crepon weave; fine, lustrous finish; "par excellence" for full costumes.

$1.75 Black Crepe de Chine, $1.25

40 inches wide; a rich, shimmering, satiny weave; fine, close face; light in weight; very durable. French coutieres favor this for dress purposes.

$3.75 Black Satin Charmeuse, $2.65

48 inches wide; soft, mellow, suede-like finish; perfect crow-black; adapted for coat suits and dresses. —Main Floor.

50c New White "Trellis" VOILES, 21c

REGARDLESS of the very low price, this is one of the sweetest, prettiest white voiles of the season. The trellis effect is in a sort of dainty, corded weave. Choice of 3 sizes trellis patterns.

$1 Silk-Bordered Voiles, 50c

This is a special purchase of quite the most fetching stripe-bordered creation yet. The stripes are fine mercerized, giving the effect of satin, and edged with black. The border consists of 17 spaced stripes, in all 12 inches wide. The voile is 45 inches wide. The borders are Pink, Silver White, Helio and Blue.

$1.15 2½-Yard Wide Linen, 82c

Pure linen; 90 inches wide; 2 yards will make a dress.

75c Challies, 50c

Best French goods in dainty flower and stripe patterns.

40c White Linen, 29c

A medium costume linen and a heavier Ramie weave.

60c French Lawn, 29c

Sheer crisp, 46 inches, pure white French Lawn.

Novelty Dress Cottons

$1.50 to $2.00 White Fancies, $1.09

40-inch novelty white goods; embroidered Mulls, filet-stripe Voiles, embroidered Voiles, mercerized stripe Marquisette.

50c Crepe Shirtings, 39c

For those soft turn-back cuff shirts; white ground with neat colored stripes in Pink, Blue, Helio, Black.

VERY SPECIAL!

85c Ratine, 59c

Solid colors in Pink, Helio, Tan, Black and White.

25c Lawn, 17c

Linen finish; our standard quality. —Second Floor.

Women's New FOOTWEAR

THE UTMOST of four of the **best** things ever put into the Shoe Business are offered in The Joel Gutman Shoe Shop.

STYLE—Nowhere will you find such smart lines, such exquisite refinement in details of finish.

COMFORT—If you buy a pair of our shoes for the first time you will walk with an ease you have never known before.

SERVICE—We cater to INDIVIDUALITY. We respect your shoe prejudices and whims.

ECONOMY—A custom fit and quality at a ready-to-wear price.

Women's Colonial Pumps, $5

Black Suede, Patent Colt, Dull, White Suede, and the two-toned Gray and Patent Colt.

Women's Tan Low Shoes, $3.50 to $4.00

Pumps, sailor ties and Oxfords. Tan Calf, imported Tan Russia and Tan Kid leathers.

Women's Black Low Shoes, $3.50 to $5.00

Women's White Low Shoes, $3.50 to $5.00 —Annex.

$6.50 Boys' REEFERS, $5.00

ALL wool Fancy Mixtures, Brown, Tan and Gray, also Blue Serges, self collars, chevron on sleeve; sizes 2½ to 12 years. —Annex.

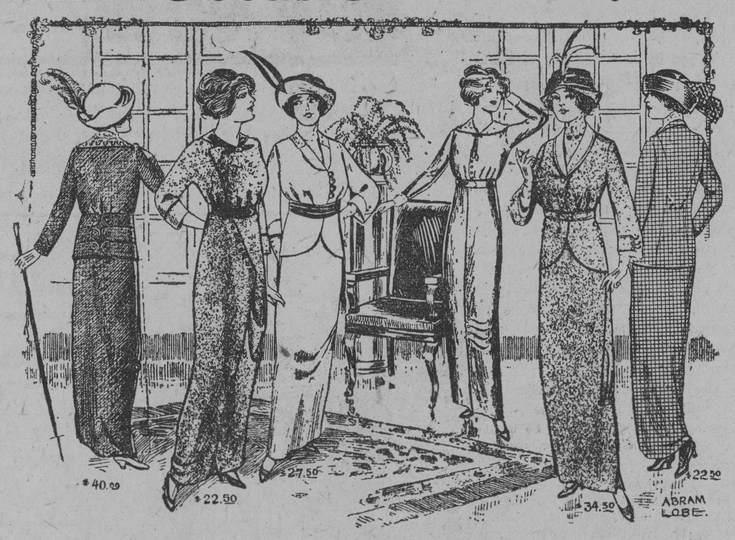
Very Charming Are These WASH FROCKS *For Girls*

FROM the simplest little tub frock of gingham to the lovely French afternoon gowns; sheer and filmy and delicate. They have unexpected little daintinesses, little surprises of trimming and draping and color combinations that make them bewitching.

White Dresses at $2.95 and $4.50
Instead of $3.85 to $7.85. —Second Floor.

An Exceptional Occasion To Buy

Women's & Misses' SUITS & DRESSES



Dressy Tailored Suits

At **$22.50** Instead of **$30**

AS ILLUSTRATED. Plain tailored models in men's wear Serge, Bedford Cord and Checked Worsteds; Black, Navy, Copenhagen and Gray; handsomely lined with peau de cygne.

Fancy Trimmed Suits

At **$27.50** Instead of **$35**

AS ILLUSTRATED. Blouse and long line effects; novelty collars and cuffs; pleated satin belt and sash; dressy three-quarter length sleeves; smartly draped skirts.

Modish Tailored Suits

At **$34.50** Instead of **$45**

AS ILLUSTRATED ABOVE.

Copies of foreign models in new colors of Silk Poplin, Eponge, Bedford Cord, Diagonals, Men's Wear Serges and Checked and Striped Mixtures; handsomely trimmed with Faille, Moire and Bulgarian colored silks.

Smart Afternoon Gowns, $18.50
Instead of $22.50

AS ILLUSTRATED ABOVE.

Of Crepe de Chine and Charmeuse in clever draped effect; long sleeve; collar of chiffon and lace in contrasting colors—Black, White, Brown, Taupe, Navy, Copenhagen, Chinese and Old Blue.

New Silk Blouses, $6

Finest Crepes, India and Novelty Silks; in White, Black, Navy, Brown and all the newest shades; dainty trimmings of laces and buttons.

Formal Coat Suits

At **$40.00** Instead of **$50**

AS ILLUSTRATED ABOVE.

Adaptions from foreign models, combined with the smartest domestic ideas; in Striped Eponge, Wool Poplin, Fancy Stripe Men's Wear Serges, Moire Silks and Novelty Cloths; in the favored Spring shadings.

Stylish Street Dresses, $22.50
Instead of $29.50

AS ILLUSTRATED ABOVE.

Amethyst, Rose, Amber, Nut Brown, Taupe, Prune, Black, Navy and Checked materials, of finest Serges, Wool Poplins and Couton Crepes; trimmed with Faille Silks and embroidered lace-trimmed ratine collars and cuffs.

Distinctive Coats at $25.00

Most complete showing of new models in Eponge, finest Serges, Mixtures and Checked and Striped Weaves. —Second Floor.

25c Children's SOCKS, 19c

FANCY tops in dozens of pretty new designs to match the new Wash Dresses. Sizes 4½ to 8½. —Annex.

Bulgarian RIBBONS

IN particular note the wondrous color blending in these new Ribbons, also the splendid variety of dark warps. **19c to $1.50.** —Annex.

Remarkable Offer of Fine DRESS GOODS
Sale & Distribution of Most Exceptional Values

WE PLACE ON SALE tomorrow a special lot of high-class Dress Fabrics, purchased from a large importer at low prices beyond comparison. The fabrics are strictly all wool, the styles unexcelled, the value the best ever offered. These are offered in the following six special-price groups.

$1.00 to $1.25 Dress Fabrics, 75c

These consist of French Serges, Black and White Check Suitings, Storm Serges and Brilliantine; 40 to 54 inches wide; excellent assortment of colors, also black. Avail yourself of this unusual opportunity.

$1.75 to $2.00 Dress Fabrics, $1.25

These comprise Silk and Wool Crepe de Chine, Silk Poplins, French Serges, Mohair Stripes and Mixtures, also Novelty Suitings. Excellent choice of colors, also black; 44 to 54 inches wide.

$3.00 to $3.50 Dress Fabrics, $2.19

This line embraces Eponges, Bedford Cords, Pekin Stripe, Ratine, Charmeuse Diagonals, two-toned Drap de Alma, Novelty Suitings, English Shepherd Checks and Imported Diagonals. An extensive variety of colors, also plenty of black and cream; 50 to 54 inches wide.

$1.25 to $1.75 Dress Fabrics, 98c

This lot embraces Novelty Mixtures, two-toned Diagonals, Bannockburn Suitings, Storm and Imperial Serges, Panamas, Diagonals, Whipcords, and Shepherd Check. All the wanted Spring colors, also black and cream; 42 to 54 inches wide.

$2.00 to $2.25 Dress Fabrics, $1.45

A splendid assortment of Vigoureux Suitings, Bedford Cords, Raye Diagonal, Whipcords, Striped Serges, French Serges, and Iridescent Panamas. A beautiful assortment of the new French colorings, also black and cream; 45 to 54 inches wide.

$2.50 to $3.00 Dress Fabrics, $1.85

These consist of Poplin Ondule, Raye de Laine, Clay Serges, Wool Poplins, Shepherd Check Suitings, Drap de Alma, Wool Pekin Stripes, wide-wale Diagonals and Novelty Mixtures. All this season's latest color tints, also black; 48 to 54 inches wide. —Main Floor.

New Crochet BUTTONS

12½c to $1.50 Dozen.

FOR Ratine and other summer frocks and suits; new arrivals. —Main Floor.

"BIG BEN"--Alarm Clocks

Everybody's Price, $2.50

Our Price $1.98 —Basement.

$5 to $7 UNTRIMMED MILAN HATS, $2.95
$5 to $8 UNTRIMMED HEMP HATS, $2.95

MORE than 20 different shapes; ten of which are shown in Baltimore tomorrow for the first time.

The Milan braids are hand-blocked Hats in natural braid and every color shown this season. The Hemps cover a wide range of styles; from the new large picture hats, JUST COMING INTO STYLE, to the small, close-fitting shapes so very popular now. Each shape represents the last idea of America's foremost hat designers. Black and every new color.

—Second Floor.

NOTIONS Specials

15c SILK TIE LACES, Pair, **10c.** Black or tan.
2c MOURNING PINS, Box, **1c.** 40 pins to the box.
5c HONEYCOMB WASH CLOTHS, **3c.**
10c INITIAL WASH CLOTHS, **7c.**
25c SPOOL RICHARDSON SILK SPOOL, **19c**
425 yards equals over 4 10-cent spools.
25c FLORINE HAIR NETS, **19c.** Cap shape; all shades.
3c WARRIOR SAFETY PINS 3 for **5c**
Nickeled; sizes 1, 2, 3.
5c BUNDLE HAIR PINS, **3c**
100 pins; all lengths; straight or waved.
5c PEARL-HEADED HAT OR FLOWER PINS, 2 for **5c.** White and colors.
12½c BIAS SEAM TAPE, Piece, **7c.**
Lawn or cambric; 12-yard pieces, No. 1 to No. 5.
7c to 12½c ENGLISH TWILL TAPE, Piece, **5c.**
¼ to ⅞ inch wide.
5c to 7c CLINTON SAFETY PINS, **4c** a card.
SHIELD BRAND PINS, **3c.** 400 to the paper.
ENGLISH PINS, 2 Papers for **5c.** 400 to the paper.
9 for **5c**—SILK-COVERED COLLAR SUPPORTS All heights; white only.
5c NEW YORK COLLAR FORMS, 2 for **5c.** Black or white; all sizes.
5c CORSET LACES, Linen and Mercerized, **3c**
Five yards long. —Annex.

VERY SPECIAL SALE Women's Light-Weight UNION SUITS

JUST such styles and weights of Women's Ribbed Underwear as are needed for present wear.

75c Extra Large Union Suits, 50c
Low Neck; Sleeveless; Thin, Fine Texture.

65c Thin Union Suits..... 50c
Very thin and good fitting; either tight or lace-trimmed knee; low neck; sleeveless. Sizes 4 to 6.

$1.25 Crochet Trimmed Union Suits..... 75c
Low neck, sleeveless, wide hand-crochetted yokes; lace trimmed or tight-fitting knee.

$1.50 Extra Thin Union Suits..... $1.00
One of the thinnest suits ever knitted; very good fitting; hand finished.

$1.50 Extra Fine Union Suits..... 98c
With elaborate hand crochetted yokes. Sizes 5 and 6.

ALL LOTS $1.50 EXTRA LARGE SIZE UNION SUITS AT $1.19. —Annex.

Sterling PICTURE FRAMES, $1

SQUARE and oval shape, plain or chased silver, velvet back; special, **$1.00.** Most unusual values. —Main Floor.

50c CORSET COVERS, 25c

FINE nainsook, stamped with scalloped edge and eyelets for ribbon: Forget-me-nots, daisies and the new French knot designs stamped on front. Pearl buttons, finished buttonholes, waist tape sewed in. Ready to wear soon as you've finished embroidering it..... **25c** —Second Floor.

Rubber Lined Tourist Cases, $1

These Cases Are Rarely Sold Under $2.25.

THE above is the first of three special lots of Silk Tourist Cases for tomorrow; large size and all silk, in red or blue plaid.

Lot 2—Tourist Cases at 50c
Cretonne and silk rubber-lined Tourist Cases.

Lot 3—Tourist Cases at 25c
Fitted with wash cloth, also place for toothbrush and soap. —Main Floor.

$15 5-Piece LOOSE COVERS, $9.75

CHOICE of Cretonnes and Crofter cloth dimities, allowing up to 25 yards. Or best Belgium Linen, allowing up to 15 yards. —Third Floor.

JOEL GUTMAN & CO.

Importer's Overlot of EXQUISITE LACES
At Less Than ½ Price

INCLUDED in this purchase are many pieces of fine sample laces, specially imported. They are exceptional examples of machine laces copying the hand-made. We have never seen anything to equal the laces in this sale at anywhere near such low prices. We therefore strongly advise early selection.

$2 to $6 Flouncings, Bands, Edges and Galloons at $1.49

The above comprise Venise, Embroidered Net, Net Top, Repousse, Venise, Ratine and Net combination. These laces represent the most beautiful laces that are made in St. Gall; 5 to 20 inches wide; white and cream, and suitable for trimming all of summer materials.

$1.50 to $3.50 Bands & Edges, 98c

Venise, imitation Irish, Ratine, Net Top, Embroidered Net, Bohemian and silk embroidered bands and edges, white, cream and black.

$1.25 to $2.50 Laces & Insertings, 75c

Imitation Irish, Venise, Net Top Linen Cluny, Ratine, Filet Laces and Insertions; white and cream.

Choice Allover Laces

$2.25 to $4.00 Venise Allovers at **$1.29 and $1.97**
$5.00 and $6.50 Venise Allovers at **$2.49 and $2.97**
Choice of White or Cream.

60c to 85c Shadow Lace Allovers, 39c
White or Cream.

$1.50 to $2 Black Shadow Allovers, 98c

Shadow Lace Flouncings

75c to $1 Flouncings, 49c
New patterns, 18 to 25 inches wide.

20c to 75c Shadow Laces, 12½c & 19c
Also Milan, Linen, Cluny and Net Laces; Cream or White; 4 to 7 inches wide.

Fine Edgings and Insertions

50c to $1.25 Laces at 29c
Silk Shadow, Venise, imitation Baby Irish, Linen Cluny, Laces and Insertings; White and Cream. —Main Floor.

Daintiest of New Women's NECKWEAR

VENISE AND EMB. BATESTO EPAULETTE COLLARS, $2.00
THE kind that are being so much worn now.

THE NEW CREPE IMPERIAL COLLARS. SPECIAL $1.00
RUFFLES attached; some have colored collars. —Entrance.

15,000 Yards of Fine EMBROIDERIES *Priced Close to HALF!*

EMBROIDERED Edges, Flouncings, Allovers and Insertings in new designs for frocks, skirts and waists at these truly remarkable savings—right on the threshold of the Spring and Summer sewing campaign.

25c Cambric Edges, 15c

Cambric with eyelet designs, 8 inches wide. Also Swiss and Cambric Insertings at the same low price.

40c Emb. Flouncings, 21c

17 inches wide, in open and semi-blind styles, for skirting and corset covers, also insertings and double-edge bandings.

75c Batiste Flouncings, 49c
18-inch, in heavy blind patterns of rose and conventional effects.

$1.50 Voile Flouncings, 89c
45-inch, scolloped and hem effects; blind and eyelet combined.

$1.00 Voile Flouncings, 49c
45-inch, scolloped on hem; in heavy designs.

Very Fine Embroideries

$2 Linen & Voile Flouncings, $1.39
45-inch linen, of white, pink, light blue and lavender; white voile with heavy designs; voile with Balkan shades; batiste and Swiss in eyelet, conventional and Irish effects.

Up to $4 Ratine Bor'd Flouncings, $2.69
45-inch voile, with ratine designs, hem and scalloped, crepe in blind and Irish combinations and batiste in Irish, culbert and filet in blind combinations. All brand new.

$3.00 Embroideries, $1.89
45-inch Voile, Batiste, in tan and white, white with Balkan shades. —Annex.

$4 Silk PETTICOATS, $2.98

NEW patent band Messaline Petticoat; can be adjusted to any size waist; side fastening; in all the pretty wanted shades, including black.

More New Models in "Klosfit Petticoats" at $5.00. —Second Floor.

6 Special Groups of New LINGERIE WAISTS

FOR convenient choosing these Waists will be shown on special price tables.

5 New Models at $1.00

VOILE WAISTS—Shelley collar, edged with Bulgarian or white embroidery, hemstitched yoke back; turnback cuffs trimmed; other voile models.

PERSIAN LAWN—Colored velvet ribbon vest and val. lace insertions, pearl buttons, velvet bow.

BATISTE—Embroidery and lace trimmed.

7 New Models at $1.95

VOILE WAISTS—New rolled rosebud collar, edged with fine plaiting; vest of plaiting, tucks and ball pearl buttons; fancy cuffs like collar.

DOLLY VARDEN VOILE WAISTS—Double plaiting, plain fold, crystal buttons.

PERSIAN LAWN—Low neck, pointed Shelley yoke, val. lace and fine embroidery.

6 New Models at..... $2.50
Voile Waists, rolling collar and revers of embroidered voile, net plaiting, ball pearl buttons; three-quarter tucked sleeves, dainty frilled and embroidered cuffs.

4 New Models at..... $3.95
Voile and Batiste Waists; yoke front and back, sailor collar, hemstitched fold of Alice blue Bulgarian embroidery, crystal buttons; trimmed like collar.

8 New Models at..... $2.95
Sheer Crepe Waists (copy of a French waist), panels of dainty Val. edge and fine tucking; low rolled collar, lace edges, yokes front and back, joined with cording.

8 New Models at..... $5.00
Crepe Waists; and embroidered; hand-made Irish crocheted lace trimmed.

Chiffon Voile; hand-embroidered, V low neck of rose bud voile. —Second Floor.

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