

The House that Heppe Built

Inaugurated the One-Price System in 1881

C. J. Heppe & Son

Central Store
1117-1119 Chestnut Street

Uptown Store
N. W. Cor. 6th & Thompson Sts.

Florence J. Heppe
(Son of the Founder)
President

The best-built pianos are at Heppe's

When the House of Heppe was founded 57 years ago a policy to sell only the best pianos that could be built was established. Today the same policy prevails of selling only high-class instruments including the pre-eminent

Mason & Hamlin and Henry F. Miller Grand Pianos

We sell some low-priced pianos, but no cheap ones. When you want a reliable piano, irrespective of price, come to Heppe's.

Bargain Department

Reconditioned pianos that will give you excellent service at a very little price.

At 417 Chestnut St.

- Heppe-Upright Piano \$290
- Oak.....
- Schumann-Upright Piano-Ebony..... \$165
- Mendelssohn-Player-Piano-Mahogany-\$1 \$325
- Note.....
- Hardman-Grand Piano-Ebony..... \$345

At 6th and Thompson Sts.

- Hallet & Davis-Rosewood..... \$125
- Stearns-Rosewood..... \$225
- Stuyvesant-French Walnut..... \$155

Constantin Sternberg makes records exclusively for the

DUO-ART Reproducing Piano

You can hear at Heppe's, or better in your own home, the wonderful interpretations of Constantin Sternberg's own original compositions. The Duo-Art is the piano supreme—the ONLY piano which will really reproduce the works of the great masters as the masters would have them reproduced. That the Duo-Art is used only with the Steinway, Weber, Steck, Wheelock, Stroud and Aeolian Pianos, is another evidence of its pre-eminence.

Come to Heppe's to hear and try the Duo-Art.



Rachmaninoff chose the Victor



THIS great composer-pianist, in aligning himself with other famous world artists in music and song who chose the Victor as the instrument for the rendition of their work, attests the pre-eminence of the Victor and gives to Victor-Victrolas an indorsement of transcending value. We sell Victor-Victrolas exclusively because Victor goods are the best obtainable. We would sell and urge our patrons to buy other instruments if we knew they would measure up to the Victor standard. Our long experience, however, proves the superiority of Victor products, and we back the Victor goods because they give complete and lasting satisfaction.

Heppe Victrola Outfits

- Victrola No. 50, \$54.50 With six 10-inch double-face records Pay only \$1.00 weekly
- Victrola No. 80, \$110 With \$10 worth of records Pay only \$2 weekly
- Victrola No. 90, \$135 With \$10 worth of records Pay only \$1.75 weekly
- Victrola No. 300, \$260 With \$10 worth of records Pay only \$3 weekly

Nothing but Victor-Victrolas sold at Heppe's

LEGION POST PLANS TO BUILD NEW HOME

Members of Logan Unit Show Increasing Interest and Recruits Are Expected

KIN TO BE ENTERTAINED

Increasing interest in the activities of Logan Post, 370, American Legion, and the addition of new members have advanced the plans of the organization to obtain a permanent home. Many shares of building and loan stock for the building fund were subscribed at the last meeting in the Logan Library. One of the new members is the Rev. Francis Stever, pastor of the Logan Baptist Church. The post is advertising for more members in the neighborhood newspapers and in the motion-picture houses in that section. The next meeting will be held April 6 at the library, 417 York road and Englewood avenue. An interesting program is being arranged by the Entertainment Committee. The members are planning a minstrel show and dance for May 5.

The Breen-McCracken Post plans to organize a building and loan association in connection with its plan for a new post home. The post wants a \$100,000 headquarters.

The second anniversary of the Women's Auxiliary of Olney Post, No. 288, will be observed tomorrow evening when an entertainment will be held in the Olney Public School. The women will have the post members as their guests.

Assistant United States District Attorney Joseph L. Kun, State Representative Benjamin M. Golden and Francis S. Lewis, vice commander of the Legion in Pennsylvania, will be entertained tomorrow night by the Stern Post, No. 417, and the Women's Auxiliary at 1317 North Broad street.

Alterations at the headquarters of Furman-Bennicker Post, at 4123 North Eighth street, will be completed for the meeting tomorrow night.

The Thomas Roberts Reath Marine Post is planning to hold a dance at the New Century Club. The date for this affair has not been set. The membership drive of this post is meeting with success.

Yeoman (F) Post held its regular monthly business meeting last night at Seldenham and Locust streets and made final arrangements for a minstrel show and dance to be held April 27 at Apollo Hall.

THE DAILY NOVELETTE

CITY OF DREAMS

By Jessie Douglas

"WHAT do people do to get acquainted?" Annie Laurie Ware thought desperately.

She was walking along one of those streets in Harlem when the buildings seem to form a canyon, where the avenues are ugly crosscuts, where there is no vista to rest the eye.

"Now, if I should just stop this man coming and say, 'I'm so desperately lonely that I'd like to cry.' I wonder what he'd do. Call a policeman, I suppose."

Annie Laurie had come quite close to him now and she saw that he had keen blue eyes and two pleasant creases in his cheeks, that he glanced at her casually and that when he did she felt the blood color her face.

"Just as though he knew what I was thinking," Annie Laurie went on disconsolately, as she turned the corner.

"Now, if I looked back and he looked back and—Why, Annie Laurie, I'm scandalized at you," she told herself. She stopped a moment before a shop window; it was a very tiny shop with just enough glass to show Boston ferns, a feathery spray of lilacs and some narcissus blooming in the shallow bowl.

"He'd say 'Would you rather have violets today, Annie Laurie, or just roses as usual.'"

"Anything I can do for you, miss?" Annie Laurie started. She realized she had stopped longer than she need before this window, and she blushed and looked down at her glove, which was quite white at the finger where it should have been gray, and hesitated.

"Yes, I should like a bulb," she said, boldly, "and some pebbles and a very, very little bowl."

"Forty-five cents," she said.

Annie Laurie just had fifty cents left and she realized with a pang that it meant she would have no lunch tomorrow—and she hoped there would be no delay with her pay envelope.

She snuggled her precious bulb under her arm and made the journey back to her room without further adventure.

"It must have sun and it must have water," she said aloud as she set it in the open window ledge.

She let the water drip over her bulb and heard an irritated voice ascend from the regions below. "But I don't need any water, thank you."

Annie Laurie peered down, and the voice neared up, until she found herself looking into the very blue eyes of the man she had passed.

"Oh, it's you," she gasped.

Then overcome at the betrayal of her words, she pulled in her head, and in her precious bulb, she heard it go rattling down the archedway amid the sharp clatter of her pebbles, and as she saw her little bowl shattered into fragments she gave a heart-broken wail.

"I'll see what I can do," a sympathetic voice called up to her.

"Remember, Annie Laurie, how you were brought up," she warned herself.

When, five minutes later, a breathless young man with laughing blue eyes presented her with a stubby brown bulb, Annie Laurie, with drooping lids that hid all the light of her dancing eyes, answered primly, "Thank you very much."

That was all. That "thank you very much" precluded all other conversation. You couldn't talk about the weather suddenly or even about having seen a certain person before, so the young man thought, when a prim little guardian held the door.

And Annie Laurie back in her room was lonelier than ever.

"I know he's nice," she wailed, "he has eyes like little Bessie, and his voice—and I shall just have to go on the same as ever, dying of loneliness, going down to the office in the morning and coming back in the evening, and wishing in the meantime."

And she did.

The night in her heart was getting harder to bear all the time, and if it hadn't been for the five dollars she could send each week to a little frame house in St. Petersburg, she might have given up the struggle and fled home.

Her letters were full of the charm

of New York, of Fifth avenue in the sunshine, of a shop window that was a glimpse into fairyland, of colorful east side streets and the mystery of the river after dusk—all this and more—Annie Laurie wrote about, while her shoes showed stubbed toes, and her little gloves had patched fingers and her hat, well, she refused even to consider it any longer.

One afternoon the temptation was strong and she stopped before the tiny shop and breathed in the scent of trailing arbutus.

"I must have some!" she told the bent old woman.

The little bushy, fragrant sprays of sweet blossoms were tied in white tissue before she asked, "And how much is it, please?"

"Seventy-five."

She searched in her pocket and she felt in her purse, but all she could find was fifty cents. Her cheeks burned with embarrassment for there was another customer in the shop with his back turned.

"I think you dropped this!" Annie Laurie looked up into a pair of very blue eyes and almost believed at first she had dropped it. But this time she was forestalled.

"I believe you live on the floor above me, and I believe I rescued your bulb," he said quietly, "and I think if I'm not mistaken, you're Annie Laurie Ware?"

"Oh, but how did you know?" she asked in a shaken voice.

He did not tell her that any one could read a name on the letter box.

"I know you've never done anything like it before, spoken to a man who hasn't been introduced," he explained, "and I hope you won't do anything like it again. But I'm from the South,

and I know you are—and I'm desperately lone—"

It was the one thing that could have touched Annie Laurie Ware.

"Perhaps—" she hesitated.

"That's just what I think!" he finished jubilantly. They stood quite still outside the tiny shop, and the man pleaded: "I wonder if you'd let me get some violets, a handful, or just a rose to celebrate?"

"Roses," Annie Laurie smiled, and then as he darted into the shop she repeated, the formula to herself, "as usual."

They walked up the street together, and the man with blue eyes said "Look!"

Annie Laurie gazed down from the heights at the street that seemed almost like fairy street at the other side of the little park.

"New York is an enchanting place, isn't it?" the young man asked.

"It's almost like a city of dreams," Annie Laurie answered tremulously.

The young man gave one swift, understanding glance at her face before they turned back.

"It is the city of my dreams—now!" he said.

Lawrence Textile Mills Cut Wages Lawrence, Mass., March 22.—The wave of wage revision in New England cotton mills struck this textile center yesterday, the Pacific Mills, formerly employing 10,000 persons, and the Everett Mills, which employ 12,000 and

announcing cuts understood to approximate 20 per cent. The Arlington Mills, with 7,000 workers, announced an indefinite shutdown, effective Saturday because of "unsatisfactory business conditions."

See the local ALPHA dealer

—he can give you a copy

of "ALPHA CEMENT—How to Use It," which tells how to plan a permanent foundation, how to build the forms, mix and place the concrete, reinforce, waterproof, etc.

The helpful, 104-page ALPHA Handbook deals with scores of cement improvements around home and farm. Costs you nothing to get a copy from the ALPHA dealer. Just tell him what you have in mind building. When you are ready for cement he will tell you why he likes to supply ALPHA, which represents thirty-one years of experience in cement-making. ALPHA Cement is tested hourly while being made, in order to insure uniformly high binding power.

Alpha Portland Cement Co. EASTON, PA. 10 S. Dearborn St., CHICAGO, ILL. New York Boston Philadelphia Pittsburgh Baltimore Battle Creek, Mich. Ironton, Ohio Plants at: Alpha, N.J. Cementon, N.Y. Jamesville, N.Y. Mannheim, W.Va. Martins Creek, Pa. La Salle, Ill. Ironton, Ohio, Sellers, Mich.

use Alpha Cement

Lay It ACROSS Not Along the Brush

The Correct Way to use SPEARMINT TOOTH PASTE

is to use it, in very small amounts. Spearmint is so highly concentrated that you need use only a little to give your teeth a perfect cleansing.

Spearmint is a pure, undiluted dentifrice containing absolutely no water. So by laying it across instead of along the brush you obtain the best results and enjoy Spearmint's delicious flavor to the utmost.

A Little Goes a Long Way By using Spearmint Tooth Paste in the manner here prescribed you will get 320 cleansings out of every tube. Compare this with the results obtained from other dentifrices.

SPEARMINT TOOTH PASTE

is a splendid tooth paste for children. Mothers have no difficulty in having their children brush their teeth with it, for kiddies love its delicious cooling flavor.

No Grit Spearmint contains no grit or harmful abrasives and cannot injure the enamel of delicate teeth. Spearmint helps make teeth white and beautiful, gums firm and healthy; the mouth fresh and clean.

Wrigley Pharmaceutical Co., P. M. 313 N. Randolph St., Philadelphia, Pa. Please send me free sample tube of Spearmint Tooth Paste.

Name..... Address..... My Druggist's Name..... Address.....

ALCOHOLIC CONTENT 20%

Wrigley Pharmaceutical Co., P. M. 313 N. Randolph St., Philadelphia, Pa. Please send me free sample tube of Spearmint Tooth Paste.

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A Gift which we don't tell

We want it to surprise you. Accept the offer made below and we promise to delight you with a lifetime gift.

See what you get.

A Surprise

Your grocer has it for you—free

This offers you a secret gift. We want it to surprise you—to be better than you expect.

It is for women only, and will last a lifetime. It is the latest thing of its kind, and made by a famous maker. It is something to daily enjoy.

It is a luxury, so most women do not have it. Not one in a thousand has one like this.

The gift is at your grocer's. Accept the offer in the coupon, and he will present it to you. But this is just a short-time offer. Please act now.

A Richer Milk

The finest milk produced in America

Over twice as rich as bottled milk.

Absolutely free from germs.

The result of 20 years of study to bring you the finest milk in its finest form.

Van Camp Products Co. Indianapolis, Ind.

It costs you less

This ideal milk costs no more than other evaporated milks. It

For every purpose you have sterile milk, utterly germ-free.

Use it like cream in coffee and on cereals. Add an equal part of water for drinking. Dilute still further for cooking, and you still have a rich, whole milk.

It comes to you as thick as cream. It is over twice as rich as bottled milk—nearly 8 per cent butter fat.

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Super-Grade Milk

Double richness—thick as cream

Now the grocers of this section have a super-grade milk. The Van Camp experts have spent 20 years to perfect it.

It is produced in the finest dairy sections of the Middle West. It comes from sanitary dairies and from high-bred cows. It is guarded by every precaution.

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You Can Actually Test the Wisdom of Your Bequests

LET us suppose your Will contains provisions for a trust fund to be used for certain specified purposes. You believe that the terms of your Will cover every possible contingency. It might be reassuring, however, to actually observe that trust in operation, while there is yet time to remedy any unforeseen defects.

This can be done by the creation of a Voluntary (or Living) Trust, which operates during the life of the maker instead of after his death. A Living Trust, if made revocable, may be altered or cancelled at any time.

The above is only one of many uses of the Voluntary Trust. It is extensively used in building up a "personal sinking fund" against business reverses or old age. It may likewise be used to provide a son with a college education or a daughter with a marriage portion.

GIRARD TRUST COMPANY

Broad and Chestnut Sts. Philadelphia

Capital and Surplus \$10,000,000

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