



**"I AM MR. MAKE-IT-RIGHT
"And I Am Glad to Meet You.**

"As BERBERICH'S told you in his Sunday advertisements in the Washington Times and Post, I am not a real live person—but a real live principle—the principle of the square deal and the greatest 'money's worth insurance agent' in the world.

"I am your friend. 'YOU above all must be satisfied.' And I see that you get just such satisfaction out of every pair of Shoes you buy from BERBERICH'S. For instance, it is my bounden duty to see that every word of the BURROJAPS Guarantee is lived up to—or the wearer gets a NEW PAIR FREE. Glad to meet me, did you say?"

"THE PLEASURE IS ALL MINE"

The BURROJAPS Guarantee

"In the event that the uppers in a pair of BURROJAPS Guaranteed Shoes should break through before the soles wear through, we authorize Robert Berberich's Sons to replace them with a new pair FREE.

"BURT & PACKARD, Brockton, Mass."

**READ THAT
GUARANTEE**

It ought to be behind the shoes you buy for Easter, Mr. Man---will be, if you buy BURROJAPS.

It stands for the square deal in shoe buying---insures your full money's worth and sees that you get it.



THE BURROJAPS SHOE

BURROJAPS Shoes come in over 60 styles—every wanted leather. The new button oxfords—also the latest English cut models—including those athletic rubber-sole oxfords—equipped with the famous O'Sullivan rubber soles. Smart style "high shoes" as well as "low cuts."

No matter what your shoe ideas may be, you will find them reflected in a BURROJAPS model "just your style."

Price, \$4.00—\$4.50—\$5.00

BERBERICH'S

Washington's Largest and Most Progressive Shoe House.

Main Store 1116-22 Seventh St.

Branch Store 813 Pa. Ave.

