

They Arrange for Music

"Do you know, Bob," remarked Marian, "that there's one thing above all others that I've longed to possess when I have my own little home."

"What's that?" he asked somewhat flippantly. "An aquarium filled with cute little goldfish—or what?"

"No, no, you foolish boy! It's a STEINWAY Piano."

"Then if you say so, little lady, you shall have one. We'll have it wrapped up and sent home right away," he teased. Then more seriously, "Where are they sold?"

"At DROOP'S, 1300 G Street. Let's go there right away."

When they heard the clear, resonant tones of the marvelous STEINWAY, they sat enraptured. Needless to say an instrument was soon selected and an order given for immediate delivery.



Passing through the Victrola department on their way out, they paused a moment to listen to a record a salesman was playing for a customer. A famous tenor's voice in all its wonderful purity was readily recognizable.

"By George! Wonderful, isn't it," exclaimed Bob.

"Bob, dear, would it be so awfully extravagant to buy a Victrola, now that we have a piano?"

"Of course not. The cost is trifling when one considers the advantage. Think what it means to bring such famous artists as Caruso, Farrar, Sembrich, or Scotti in one's home, to say nothing about the world's best orchestras and other forms of entertainment. You know I have a keen ear for music but, like many others of my kind, can't play a note. The VICTROLA'S the solution!"

In all probability, DROOP'S man had never made so quick a sale as he did to Bob and Marian. Hastily selecting two dozen records, they departed with visions of many happy evenings to come.

They Buy An Automobile

"Phew!" said Bob. "This is the busiest day of my young life and I'm mighty glad that it's almost over. If it hadn't been for the car it would have simply been impossible to do what we have done."

"Wouldn't it be nice if we could own a little car of our own!" Marian said somewhat wistfully. "An automobile is so convenient."

"Well, why can't we have one?" Bob exclaimed. "By George, we will have one. To tell the truth, I've been thinking of it for some time. I've had my eye on the SAXON SIX—to my mind the best and most economical six-cylinder car made. There's no better time than the present," and he ordered the chauffeur to take them to the RECORD AUTO CO., 631 Massachusetts Ave. N. W.

"It seems almost too good to be true," remarked Marian. "To think that we are to have a car of our own—for it will be OURS, won't it?"

Marian was enraptured when she viewed the trim SAXON SIX in the RECORD AUTO CO'S salesroom. Bob viewed it with an air of proud proprietorship—for the sale was as good as made.

The salesman told them of some of these recent tests the SAXON had undergone, from all of which it has emerged with flying colors. Particularly, he called attention to the sociability run to Rock Point last Sunday in which twenty-eight cars participated, none of which encountered one minute's mechanical or tire trouble.

"The most important question for the autoist to consider right now," added he, "is not how much gasoline costs per gallon, but per running mile. As a general average SAXONS consume only one gallon to twenty miles and we have cases on record of twenty-six miles to the gallon."

"To tell the truth," said Bob, "I've thoroughly investigated the SAXON and I'm satisfied that it is absolutely the best buy in the field. At \$830 it's a wonder."

"Whenever you want SAXON service of any kind," said the salesman after the transaction, "call MAIN 23 any hour of the day or night."



They Buy Theater Tickets

"Oh, Bob!" exclaimed Marian. "Let us stop at KEITH'S and reserve seats for one night this week. They certainly have an unusually excellent bill scheduled."

"Why not get a box and bring our friends with us? We can have a quiet little supper afterwards. It will make a most enjoyable evening." And Bob waxed enthusiastic. "By the way, what's there this week?"

"Why, Louise Dresser—you remember she starred in the original production of 'Potash and Perlmutter in Society' during its New York run—is the headliner. She has a perfectly wonderful voice and is going to sing some of the latest selections, including George Cohan's latest hit, 'Erie.' Another one is 'My Big Little Soldier Boy.'"

"That listens good to me!" returned her companion. "What else?"

"Oh, lots and lots of other good acts. Let me see. There's Billy B. Van—I think he is the funniest ever—in a skit called 'Spooks.' He's supported by the beautiful Beaumont Sisters. Then, Searl Allen, Ed. Howard & Co. in 'A Real Pal,' a playlet of strong heart-interest. Another good one is Neil Travers, Irene Douglas & Co. in Edgar Allan Wolf's success, 'Meadowbrook Lane.'"

"Fine," interjected Bob, "you seem to have it down pat. Anything else?"

"Oh, yes, Moore and Huager, Harry Clarke, the Norvelles, and Derkin's 'Dogville On a Busy Day,' a very clever animal act."

"Well, here we are, Marian. I'll run in and reserve the box. It will only be a minute, dear."

He returned with the tickets and they were again on their way. "I see that next Wednesday—the day of the Preparedness Parade—the matinee will be delayed until 3 o'clock, as an accommodation to their patrons. Between 1:45 and that hour a buffet lunch will be served in the promenade lounge."

"Won't that be lovely! You can always expect some novelty at KEITH'S."



They Buy the Home

"The most formidable task of all—and I dread it," remarked Bob, "is the house. That's more than likely to consume a great deal of precious time."

"Why not go direct to a real estate office and ask to see their list of available properties?" suggested Marian. "We can select several from the list and then make inspections without loss of time."

"The very thing!" rejoined her companion. "Suppose we go to J. LEO KOLB'S office at 923 N. Y. Ave. N. W."

In a few moments they were there. "I have a fine new home in Georgetown," said Mr. Kolb, "just west of Wisconsin avenue. It contains six large rooms and bath, modern bay windows and all improvements. It's really an excellent investment." An inspection entirely justified his claim, and they made arrangements to move in at once.

Mr. Kolb assured them of his desire to assist them in every way, calling attention to his Georgetown office at 1237 Wisconsin avenue, which would quickly respond to any phone calls.

Thus a very important problem was disposed of to the satisfaction of all concerned.



They Engage a Servant

"Oh, Bob, I'm nearly forgetting," exclaimed Marian. "I must have a servant and it's getting so late that I'm afraid that it's going to be a pretty hard matter."

"Oh, that's easily arranged," replied Bob. "We'll stop at the office of THE WASHINGTON TIMES and look over their 'Situations Wanted' columns."

At THE TIMES office they purchased a copy of the afternoon edition and eagerly scanned

the classified columns. Several addresses were copied and they were about to leave in quest of the servant when Bob remembered that they had not yet ordered their favorite newspaper delivered to their new home. So it was done, the clerk promising to start service at once.

The servant was quickly found and Marian was delighted with her appearance and engaged her at once.

"I've always heard that TIMES Want Ads bring results—this proves it," said Marian.

