Meeting Great Problems and Getting Great Results

Here's Ready Money

"I make a lot of ready money out of that little nursery," said a friend the other day. "I find more salse for my trees and vines each season than I can supply."

I stood looking over a small plot of ground in which various small peach, apple and plum trees were growing, along with a number of grape and ornamental vines and berry bushes. This man has knocked around the country at carpentering and various other trades, and only lately has he ventured into the nursery business. He is a painstaking fellow, and this fits him admirably for the delicate business of grafting and propagating the various small cuttings with which he works.

"I have some of the best wild mulberry cuttings over here that I ever saw," he continued. "The parent tree used to stand out there in a neighboring field, but last summer the owner permitted it to be cut down. It always bore a good crop of nice, big berries. I have picked many of them that measured an inch and a half in length and were juicy and sweet as sugar. Some sprouts came up around the stump after the tree was cut, and I have them nicely rooted and in good growing order."

"But will mulberry cuttings grow if you stick them down anywhere?" I asked him.

"No; I stuck them down in the hotbeds first, and kept them well watered for a time. They didn't all grow, of course, but these finally took root in the rich sandy loam, in the beds. I had some cuttings from fine rosebushes and ornamental shrubs in there at the same time, and most of them lived. I do a lot of bruning for people around here every year, and get a good many fine cuttings in that way. I have some of the finest white grapes to be found in this section of the country."

I looked over the little nursery thoroughly—this one-man nursery—and could see where a lot of ready money would soon be coming in. I don't suppose the whole area would have measured more than an eighth of an acre, but one square foot of ground often nourished a shrub that a nurseryman would sell for several dollars.

Local demand does not require very much of any one thing, so it is best to have a wide variety and not to specialize too much. This fellow has a few apple trees that are selling at fabulous prices today. He got the cuttings from a newly set tree of this variety, and grafted his own seedlings with them. Really this combination of the nursery business and neighborhood tree surgeon seems to be very profitable.

Proposal to Tax Gasoline

At Atchison, Kan., last week, W. C. Markham, Secretary of the Kansas Highway Commission, told the good roads boosters at the annual meeting of the Kansas Good Roads Association that the only way to accomplish the "back to the farm" movement was to eliminate the space between town and country by the construction of permanent highways. "The only way to solve the problem of the farm," said Mr. Markham, "is to bring the farm to the city."

Mr. Markham proposed that the State levy a tax on gasoline and use this money for State aid for road building if the people adopt the constitutional amendments at the next elections. His plan follows:

If the people of Kansas will adopt the road and tax amendments next November the State can pay 25 per cent, not to exceed $10,000 a mile, for road building, without adding one cent to taxes on either land or personal property, without increasing the present tax and license on motors and give to each county the same amount of money it is now receiving from the motor car license fund for road dragging.

To accomplish the desired end Markham would levy a tax of one cent per gallon on all gasoline, make a minimum license on motor cars of $15 and exempt the auto from personal tax.

This would enable the State to reimburse the counties which have constructed roads since March 1, 1919, and aid in the construction of not less than 500 miles of road each year of the various types now being used, he said.

Mr. Markham is a resourceful man. He finds a new method whereby the people may have good roads without expense to themselves. He would put the tax on the oil industry. It is simple when one looks at it from his viewpoint, but if his scheme should be adopted and the oil interests should increase the price of gasoline so as to cover the tax, then there would be a general wrangle all along the line and the anti-oil agitators would have a lively time. Of course, it is Markham's plan to have this proposed road fund extracted from the oil business without any "come-back" so far as oil interests are concerned.

His Wifey—"My, it'll be a long time before we celebrate our golden wedding anniversary."

Her Hubby—"Yes, unless we anticipate the event by celebrating when it seems that long."

We Have Been Told That There is as Much of a Tree

below ground as there is above it, and so it is if one is to build height: it is not possible with shallow foundations.

In constructing this building we had to dig far down and make wide provision for broad and heavy granite walls, two stories below ground and twelve more skyward.

There are secret facts in the history of buildings as well as in the nations' treaties and people's lives.

Unless trenched deep and well balanced, neither buildings nor citizens can safely rise to lofty heights.

There is daily work going on here upon the foundations of this business in the interest of its owners, of the city in which it is planted, and of the general public.

(Signed)
JOHN WANAMAKER

Founder's Day in the March Anniversary

Special Musical Program

9.00 o'clock—Anniversary Fanfare, followed by music by the organ and the J. W. C. I. Military Band; military exercises and singing by the boys and girls of the J. W. C. I. with salute to the Founder's Flag.

11.00 o'clock—Organ recital—favorite festival music.

12.00 o'clock—"Lead Kindly Light." Brass quartette and organ. Chimes on stroke of the hour.

4.45 o'clock—Festival concert. Grand organ and J. W. C. I. Military Band.

GREAT ORGAN CONCERT IN THE EVENING

8.15 o'clock—Special Founder's Day Recital on the Grand Organ, Mr. Cas. M. Courboin, and Brass Choir from the Philadelphia Orchestra. Admission by ticket; ticket holders are requested to be in their seats by 8.15.

Women's Tricolette Dresses

PRICES $60 to $150

Novelty dresses, which means that very few of them are duplicates. Also, it means that they have many delightful features—bands of rich-colored embroidery, defining their square necks; fluted ruffles of ribbon outlining their panels; one embroidered with gold thread and another with self embroidery in blocks; while still others have festoons of beads or are gathered in at the foot. The weaves include besides the usual tricolette, the paulette, a drawn-thread tricolette and a novel matelasse.

Colors are various shades of brown, taupes, grays, Copenhagen and navy blues, rust color and rose.

Prices are $60 to $150.

The Stole is a Much-Liked Fur Fashion for Spring

When they are made of the lighter-weight furs, the fashionable stoles are really most practical for Spring wear, for they afford just sufficient warmth without being bulky, and they are a smart finish to one's suit or costume.

Some of the new furs are quite broad, some are more medium width, some have pockets, and some have pointed, while others have rounded or square ends.

There is the lustrous deep, Hudson seal (dyed muskrat), the soft gray moleskin, the pretty natural gray squirrel, the much-liked Australian opossum, and the dark brown Kolinsky. They begin at $175 and go up to $350.

New Coats and Hats for CHILDREN

Between $12.75 and $22.50 there is an unusually good assortment of little Spring coats—coats of sturdy tweeds in Spring-like mixtures, of soft wool velours, of dark blue serges and other Spring fabrics in attractive colorings.

Usually the coats are simply made, in styles best suited to little girls and boys of two to six years, but there are coats suitable for play as well as coats for better wear in the collection. Some have linings throughout, too.

Straw hats to wear with the coats are in tailored styles, and are most often trimmed with ribbon bands and bows and go from $3 to $6 each.

Boy's Easter Suits of Blue Serge in Handsome Choice

For boys who need blue serge suits for Easter church occasions or for any formal wear we have ready a full and very excellent assortment, all moderately priced, considering their good materials, superior cut, tailoring and finish.

Especially good at the prices are the blue serge suits at $16.50 and $18.

Suits of as good and reliable a kind are very scarce at these prices. We have others at $20, $22.50, $25, $30 and $35, with excellence in proportion.

We planned to have an exceptionally good collection of these suits for this Easter season and our plans worked out very well.

All are Norfolk-style suits, belted, some plain, others box pleated, all lined with alpaca.

In sizes for boys of 8 to 18 years.

Out-of-Town Service

Every facility in this great department store is being mustered into service for the convenience and profit of the out-of-town customer of the Wanamaker Company. For the convenience of those who cannot come to Philadelphia, our Mail Order is at your service. Do not hesitate to order by mail anything that you need, whether or not you see it advertised.

A Welcome Lot of Honfleur Toilet Articles

So many people, men as well as women, tell us they are willing to wait a month or so if need be for these sales, for there are always so many good things in them when they do come.

Toilet water, violet, l'Empire and Bouquet d'Amour, 50c and 85c a bottle.
Talcum powder, violet and rose, 10c a box.
Face powder, l'Empire, violet and rose, 25c a box.
Skin cream and Youth and Beauty cream, 40c a jar.
Sachets, violet rose and l'Empire, 35c each.
Bay rum, 60c, 95c and $1.85 a bottle.
Violet ammonia, 20c and 35c a bottle.
Lilac and wistaria vegetal, 85c a bottle.
Eau de Cologne, 75c a bottle.

The Polo Coat's the Young Women's Coat for Spring

At least you'd think so, judging by the number of well-dressed young women asking us for them.

The polo coat is a jaunty, practical topcoat, usually belted and pocketed and rather severely tailored. You may have it in velour or burella cloth, or novelty weaves, or bolivia of fine camel's hair, and in all the fashionable brown and tan shades as well as other Spring colors.

$43.50 to $80.00—and 14 to 20 year sizes.

New Easter Silks are Coming Daily

The loveliest of colors, the most interesting and unusual of design—in fact, they are more beautiful than any Easter silks we ever remember seeing.

But the quantities are small, and there is wisdom in buying as soon as one finds them here, because of the possibility that they may not be here later on.

Old Fashioned Ironware in the Housewares Sale

In spite of all inventions, there is still occasional use in every kitchen for a good, substantial, old-fashioned frying pan—there are some things that you never seem to get cooked just right without it. In the Housewares sale are many of these at substantial savings:

Frying pans, No. 7, 90c; No. 9, $1.25; No. 10, $1.40.
Pot roast ovens, No. 8, $2.85; No. 9, $3.20.
Cake griddles, No. 8, 85c.
Waffle irons, No. 8, $1.85; No. 9, $1.95.

How Best to Select a Vacuum or Suction Sweeper

for the Spring housecleaning is a question perplexing to most housewives.

Our facilities for supplying the best cleaner suitagle to your requirements are unique, due to the number of various types we have handled and the selected few we have chosen, of particular merit, for the special type of work required of a cleaner.

We have the kind best suited for your cleaning requirements and two experts here to show the many uses and the features of the various types.

Electric Cleaners
The Superb, $70
The Bissell, $125
The Cadillac Special, $50
The Superb, Jr., $57.50
The Royal, $55
The Santo, $125
The King electric vacuum cleaner

MARCH SALE SPECIAL
The King Electric Vacuum Cleaner at $38.50.

Green Candies

at $38.50.

Both decorative and palatable these sweets, all planned with a thought for the 17th of March.

Clear candy shamrocks, 60c a pound.
Green glace mints, $1.50 a pound.
Assorted green chips, curls and straws, 80c a pound.
Small cream potatoes, 80c a pound.
Large cream cocoanut potatoes, 25c each.
Green snapping bonbons, 75c to $3 a dozen.
Crisp green candies in jars, 35c each.
Place card favors, 20c each.
Potatoes for holding candies, 40c each.
Green paper caps, 10c each.

The Brunswick is a Mighty Popular Phonograph

And a particular instrument shown is the most popular type of all. It is style 117, at $250.

This instrument, of undisputed excellence, is known as the "all-record phonograph," by a simple turn of the "Ultona" (an ingenious device presenting different reproducing mediums) you may play any style of record.

We invite your inspection in our beautiful and commodious salons. Very convenient terms for those who desire.

Some of the Newest Parisienne Corsets

made from light, Spring materials are these:

A pink silk tricot very lightly boned, soft and pliable. It is topless, has dainty lace and ribbon trimming and is priced at $25.

A second is of really exquisite pink silk figured batiste, with very low bust, long skirt and double garters, $38.

A pink elastic corset with satin in front has a long skirt and is popular as a hip confiner, being very easy and comfortable, $18.

Men Put on Winter Clothes Through Necessity But They Put on Spring Clothes With Joy

The joy a man feels in putting on new Spring clothes should never make him forget to make sure of the kind he puts on.

Our Men's Clothing Store is prepared with a fine selection of suits and overcoats of the kind that a man could buy with his eyes shut, feeling certain that he was getting all that his money can get him anywhere, and more than it can get him in many places. The value of an assertion depends upon what is back of it. The foregoing one is founded on fact.

The record and standing of this Men's Clothing Store are such that the only clothing it can afford to identify itself with in Spring, Summer, Autumn and Winter is the finest that can be had anywhere for the price.

We are satisfied that these Spring suits and overcoats are of that kind, and are not only willing, but eager to show that our satisfaction is not based on false ground, but on the sure foundation of actual superiority in fabrics, fashion, tailorwork and finish. It is more important than ever that a man should be careful as to quality, and it all depends on the man.

For Spring suits, $40 to $85.
For Spring overcoats, $45 to $75.

BED SPREADS OF INFINITE DAINTINESS

The good Spring sunshine suggests newness, freshness and daintiness in the home.

Bedspreads are the embodiment of all three. They are daintiness itself. They are white as the driven snow; and because we bought them opportunely we can sell them at moderate prices.

Crinkled dimity spreads in three sizes, 63x90 inches, $2.50; 72x90 inches, $2.75; 80x90 inches, $3 each.

Corded dimity spreads, 72x90 inches, $3; 80x90 inches, $3.50; 90x100 inches, $4 each.

Crinkled dimity spreads with scalloped edges, cut-out corners and bolster pieces to match, can be had in sets for metal beds in sizes 72x99 inches at $5 a set, 90x99 inches at $6 a set.

Young Women's New Organdie and Gingham Frocks

At $29.50 is the most attractive little organdie frock—of shell pink or white, in a quite new and delightful style with round neck and flat collar like a small bertha, which, like the tiered skirt, is finished with rows of goffered organdie. There is a broad organdie sash and a bunch of posies at the waist to give a bit of color.

New gingham dresses in clear pretty checks and plaids—two smart and unusual models are $17.50 and $22.50

Dotted Swiss dresses in navy blue, pink and white, and black and white, and a becoming style—27.50.

SLIP COVERS, UNFORNTUNATELY, CAN'T BE MADE IN A DAY

All are in 14 to 20 year sizes.

And the point of this statement is that everybody who is planning to have the furniture in its protective covering by the time warm weather arrives must start now to choose the material and place the order for its making.

The prettiest new flowered cretonnes are here from 50c to $1.25 a yard.

Also linene, a really good substitute for linen, 75c a yard, which comes in indistinct stripes.

New Combs and Pins for the Coiffure

Some of the new combs are enchanting with their gleaming settings of rhinestones or imitation sapphires or emeralds. They are all in new designs and there are many unusual and attractive shapes. There are bowknots, too, and carved combs that are extremely effective in the hair. $6.50 to $34.

New barrettes, in small and larger sizes, are $1.50 to $8.50.

Fancy hair pins in many styles are $1 to $11.

The Springtide Sale of China and Glassware Goes Briskly On

For all reasonable requirements the Sale presents a practically unlimited choice of dinner sets—French, English and American—at considerable reductions from our regular prices.

All our regular dinner sets are included in it, and they are the finest sets that come from the potteries, being standard sets in every respect, in size, shape, number and combination of pieces. At their normal prices they represent the highest regular standard of value. At the prices now marked on them they are extraordinary, all the more so in view of conditions in the market and at the pottery.

If you need a dinner set for Eastertide or for any occasion in the not distant future, these are the sets to choose from and now is your time.

Cut glass of our own regular kind is offered in large and beautiful selections at reductions of 20 to 33 1-3 per cent from our regular prices.

Light-cut and other lower-priced glassware is in ample choice at very attractive savings.

Let Us Save You Money

The suburban territory of Pennsylvania, New Jersey, Delaware, and Maryland is closely linked to Philadelphia by good roads for automobile travel, excellent train and trolley service and the wonderful parcels post delivery system. How absurd it is to send your mail orders hundreds of miles away when you can make your purchases so near at home, save money and secure a better selection.

Wanamaker's, Philadelphia

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