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**NEW INSTRUMENT
MUSICAL MARVEL**

Combines Violin and Piano—
Operated by Electricity.

"A glance through musical annals from the earliest times shows there always has been a demand for music automatically produced, and it was only after years and years of failures and disappointments attempt to supply the demand finally culminated in the piano player," said H. D. Clutter, manager of the Indianapolis branch of the Mills Novelty Company of Chicago, distributors of the Violano-Virtuoso, the "electrical" mastery of music.

"One by one other instruments yielded to the assault of brains and science," Mr. Clutter said, "but the violin not being a fixed tone instrument and at best yielding its hidden harmonies grudgingly to even the exceptionally gifted human player, steadily resisted all attempts to subjugate it by mechanical means."

"However, through the Violano-Virtuoso this apparently impossible feat at last has been accomplished. And visioning its commercial and educational possibilities, Elman, the great musician, said, 'I see a great future for this instrument.'"

"A decade or so ago the instrument was but a dream, a conception of an impetuous Swedish genius, Henry Sandell. After years of desperate struggle for recognition, Sandell finally found a backer in Herbert S. Mills, president of the Mills Novelty Company. To the automatic playing of the violin was added a piano part and after a long period of costly experimental work the Violano-Virtuoso at last was perfected.

"The perfected instrument combined the playing of the violin with piano accompaniment through the agency of electricity. The instrument produces solos, duets and quartette effects with wonderful technique, correctness of interpretation dramatic force and subtle shading of great master musician."

"One of the great features of this wonderful instrument is it may be played as a piano and violin, or as a piano or violin separately, and this is operated by the same electric currents which light your home."

"The instrument has been received enthusiastically not only by hundreds of music loving householders, but by the management of hotels, clubs, restaurants, motion picture houses and theaters."

"One of the most remarkable things about it is that music can be changed on it in much shorter time than can be done by a human orchestra."

**EXPLAINS PROPER
CARE OF FLOORS**

Hardwood Expert Says Judicious Refinishing Necessary.

With the coming of spring there is bound to be a large increase in the amount of building work to get under way, is the opinion expressed by Roy A. Pearson, hardwood floor specialist, 908 Peoples Bank Building. A large part of this work will be along the lines of refinishing, repairing and laying hardwood floors in homes, and as a matter of fact, an unusually large amount of this hardwood floor work has been done during the winter months, he said.

"Wise householders have been taking advantage of the winter months, when general construction work slows down to have their hardwood floors looked after," Mr. Pearson said. "This is wise, for a number of reasons; first, it is easier to get labor when other work is slack; second, the hardwood floor specialists are not so busy as they are during the summer months when new houses are being completed every day, and, of course, this means work for the hardwood floor men, as no home today is considered complete unless it has hardwood flooring."

"Then this character of work can be done just as easily and readily in the winter months as any other time of the year. Cold, wet, disagreeable or stormy weather means no delay whatever in this work. We have found it possible to do this work without the slightest delay this winter and our force has been kept steadily busy throughout the year."

"As soon as spring opens and general building activity is resumed work will be pushed to our utmost capacity to take care of orders. We can see right now what a rush is only a few months ahead of us. Any family intending to have the hardwood floors of its home refinished or repaired this spring will save a world of trouble by having the work done immediately and not delaying a month or more."

In the past, householders too frequently have failed to give their floors proper attention. "They neglect them until they have to be scraped or planed and a great amount of costly work done that could have been avoided by having the refinishing done in time."

"But that day is now passing rapidly and the public is waking up more and more to the necessity of maintaining floors in as good condition as the rest of the home."

"Luxuries of yesterday have become the necessities of today. A few years ago a hardwood floor was a luxury, an extravagance. Today no home is considered modern unless hardwood floors are used throughout."

**STUDEBAKER IN
FOR BIG YEAR**

South Bend Plant Working at Full Capacity.

One automobile factory at least in the United States is being worked to its utmost capacity to produce enough cars to supply the demand, and that is the big Studebaker plant at South Bend, according to an official of the Buick Company, Studebaker distributors in this territory. Undismayed by pessimistic talks of financial stringency, industrial depression and the like, this concern has gone ahead and is producing automobiles at a greater rate than at any time in the history of the plant.

"Not less than 8,000 cars will be turned out this month," the Buick Company representative said, "and the number may reach 8,500. At the present schedule there will be built 23,700 cars in the first quarter of the year, a new record for any quarter. Prior to this the 'high run' quarter was made between April and July 1921, when 23,300 automobiles were completed at the Studebaker plant."

"On Dec. 31, 1921, Studebaker closed the most successful year in its history. During the twelve months previous to that date the company had sold about 95,000 machines, even more than in the record year of 1916, when the company produced an enormous volume of war business. The receipts for 1921 exceeded \$55,000,000, and Studebaker entered upon 1922 in the strongest imaginable financial condition. It had almost \$9,000,000 in cash on hand and was not a borrower at any bank. As a matter of fact, Studebaker is a lender of money and not a borrower."

"The great increase in the volume of business being done by the factory may be realized when it is taken into consideration that only about 11,000 automobiles were turned out in the first quarter of last year as against almost 21,000 for this quarter, an increase considerably in excess of 100 per cent."

"In 1921 only two quantity producing automobile factories showed an increase in production and sales over the previous year. Studebaker ran 20 per cent ahead, while the industry as a whole, exclusive of one make of car, ran 40 per cent behind. To any mind these figures show conclusively why Studebaker was justified in figuring on a record-breaking year in 1922."

Legion Auxiliary to Form Clubs for Young Persons.

Citizenship clubs for the benefit of young persons from 17 to 21, in which present issues of the day will be discussed will be formed by the American Legion Auxiliary in 4,500 communities of every State, according to a plan conceived by national headquarters of the organization. The club in each community will be sponsored by the local unit of the auxiliary.

Topics for discussion at club meetings will be optional and will concern questions of pertinent interest to American citizenship. National headquarters has suggested a list, as follows:

Voting registration, election laws and national conventions, State boards, State officials, needs of State institutions, flag days, a mock cabinet meeting, famous men and women, American heroes of invention, great American writers, American statesmen, naturalization of aliens, the initiative, referendum and recall, labor and industry, practical talks by professional men, war reminiscences by veterans of Civil, Spanish and World Wars, debates, "Should We Grant the Philippines Complete Independence?" and "Should All Japanese and Chinese Immigration Be Stopped for Five Years?" and a series of dramatizations.

The auxiliary advocates the singing of patriotic songs at club meetings and the teaching of flag etiquette. A medal will be presented to each club member, after the age of 21 is attained, for an attendance of twenty-five meetings. Members are not required to belong to either the legion or auxiliary in order to be eligible for membership in the citizenship club. Although the club is designed primarily for embryonic voters, all interested citizens may participate.

One druggist who has had the great joy of seeing his business judgment vindicated in the fulfillment of his plans has been Olin W. Brooks, whose store is located at Pennsylvania and Ohio streets.

"The old idea in business," Mr. Brooks said, "was that a store was merely a place in which certain articles could be bought. The idea of service for which no actual cash changed hands was unheard of. As a matter of fact, merchants whose ideas are of that kind still remain. Theirs are rapidly disappearing in number every day and soon will be an extinct species."

"When I opened my store I decided that I would make it far more than a conventional drug store. The very first thing done was to see that the store was well stocked. This in itself is no small matter and requires considerable capital, for a modern drug store must handle a wide variety of goods, ranging from drugs to soda water and from toilet supplies to cameras and cigars. And this list seems to be increasing daily."

"With all of this we never got away from the idea that our store was, after all, primarily a drug store, and so we took special pains to keep the prescription department at the very highest peak of efficiency. An absolute invariable rule, a rule with not a single exception, always has been that there must be no substitution in our prescription department. As a result this department of our store ranks as one of the most reliable and best in all Indiana."

"Our light lunches proved popular from the very start with business men and women, and every noon we serve a larger number of persons than we ever believed possible."

"We went on a cut price basis frankly and openly, for we felt sure that this was the proper thing to do. This policy alone has been responsible for a constantly growing amount of trade."

"For the accommodation of the public we always have made it a rule to wrap parcel post packages free of any charge whatever. The postoffice is directly across the street from our store and this brings us many persons who have parcel post packages to prepare for shipment and who have neither the proper equipment or knack to wrap them as they should be. This is one of those services for which we receive no compensation."

"In line with this policy we gladly check baggage or baskets free at any time and many are the friends we have made through this courtesy. Women who have been to market and men who have cumbersome packages to take care of welcome a service which takes off their hands these things until they want to use them or to take them home."



**PLAN DISCUSSION
OF CITIZENSHIP**

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