

Alex. Saunders, president Goderich Organ Co., Ltd., of Goderich, was a trade visitor to New York.

W. D. Stevenson, of Starr Company of Canada, visited Ottawa and Montreal where Starr phonographs are being actively featured.

It is noticed that the local advertisements of the J. M. Greene Music Co., Ltd., Peterboro, are all carrying the slogan "Home of Good Music."

Toscha Seidel, violinist, and Leopold Godowsky, pianist, both Columbia artists, are billed for appearances in Toronto on January 7 and January 17 respectively.

Mr. C. J. Pott, Canadian salesmanager for the Otto Heineman Phonograph Supply Co., and Mrs. Pott are among those going down to New York for the Christmas holidays.

Cawthra Mulock, a well known Toronto millionaire and business man, and president of the National Piano Co., Ltd., succumbed to pneumonia, while on a business trip to New York.

A striking illustrated, 9 x 12 inches, Christmas advertisement on the player piano was recently run in the local paper by Somerville & Son, 36 North Main St., Welland, Ont., featuring the Newcombe player.

Mr. J. W. Stuart, the Peterboro music dealer, plans to remove from his present address, 372 Water St., to premises at 390 Water St., in the Munro House block. Mr. Stuart plans to move the middle of this month.

W. Bohne, Toronto, well known to the piano manufacturers in connection with the products of his plant, viz.: hammers and strings, has returned from New York, where he made a survey of the felt and wire situations.

The Peterboro papers have been carrying some attractive advertisements, featuring Gourlay pianos and Phonola talking machines over the name of the Royal Music Co., Peterboro. J. O. Fife is manager and P. J. Scollard secretary-treasurer of the company.

Mr. A. F. Meisselbach, of Newark, N.J., who joined the organization of the Otto Heineman Phonograph Supply Co. when that firm acquired the Meisselbach factory some time since, was a recent visitor to Canada. Mr. Meisselbach spent the better part of a week here, shaking hands with his business friends and in visiting the Heineman Toronto branch.

One of the most effective holiday advertisements that has reached the Journal office was on "Christmas Gift Suggestions," by W. B. Rollason, of Welland, which appeared in the Tribune of that town. It listed in plain black type, one line to each, with plenty of white space around and through the list, musical instrument suggestions from a player piano down to a harmonica. It included record albums, music cases, metronomes, etc.

TELL YOUR WANTS
IN THIS
SERVICE COLUMN

This column is open free of charge for advertisements of Help Wanted or Situations Wanted.

For all other advertisements the charge is 25 cents per line per insertion. If you want to buy a business or sell one, buy or sell a truck, show cases, store fittings, second hand pianos or organs, use this column.

WANTED—Piano and Talking Machine salesman for Niagara Peninsula, splendid territory and good opportunities for a man who can close and is not afraid of work. Should be man producing \$25,000 a year or better. Apply with references to Box 178, Canadian Music Trades Journal.

SHHEET music and small goods salesman desires position. Extensive knowledge of music trade in all its branches. Married. Age 32. Box 232, Canadian Music Trade Journal.

RECORD STOCK WANTED FOR CASH

WANTED—A small stock of Victor or Columbia Records and Machines. Modern stock. Will pay cash for same. Box 14, Canadian Music Trades Journal, 66-68 West Dundas St., Toronto.

TRAVELLER WANTED

WANTED at once experienced musical merchandise salesman to travel east of Toronto. Connection already well established on territory. Splendid opportunity for bright, aggressive young man. Apply giving full particulars as to experience, salary expected, etc., to Beare & Son, 117 King St. W., Toronto, Ont.

Manufacturers' Sole Agencies required for the United Kingdom: Pianos, Reed Organs, Gramophones and Records. Large pushing staff of travelling representatives guarantee business. Bankers' references given and required. Bertram Ison Ltd., 662B, Seven Sisters Road, Tottenham, London, N. 15.



With Best Wishes for a Merry Christmas and a Happy, Prosperous New Year, and many thanks for your valued patronage so generously given to us during the past year.

Beare & Son

Toronto and London, England