

Wales—and to all the world, for wherever Welsh people live there is music. It was my good fortune to know about fifteen Welsh girls at one time. Most of them were in domestic service. They were the happiest girls I ever knew. At all of their little parties they sang, for in the Old Country it was a habit. For twelve miles about any village or town center in Wales the people came walking in every Sunday evening to attend rehearsals for practice in sacred music, hymns and

chorals. In northern England, and in Italy there is the same musical feeling. These are hilly countries and somehow the isolation makes them feel the necessity of song.

Robbins Battell tuned all the life of the lower Berkshire Hills to lofty music. There is wonderful social power in music. Music is not a mere accomplishment—it is an educative force and has great influence in character building. It is surely a balm for a troubled girl who is

lonely, for it tunes her life with joy.

"Every day's a song to me  
A song of hope and cheer,  
A song of peace and faith and love  
Let day be bright or drear,  
Every day's a song to me.  
And I have naught to fear."

When we realize the value of music in our lives we understand harmony in relation to life, for

"Our lives are songs. God writes the words

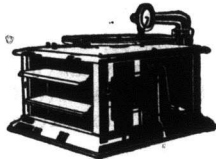
And we set them to music at pleasure  
The song grows glad or sweet or sad,  
As we choose to write the measure"

#### Southern Corn Bread

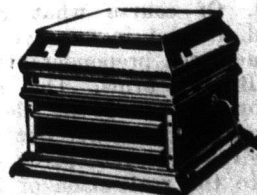
2 cupfuls corn meal, 2 cupfuls white flour,  $\frac{1}{2}$  teaspoonful salt, 2 tablespoonfuls fat, 6 teaspoonfuls baking powder, milk to make paste.

OUT-OF-TOWN CUSTOMERS MAY THIS YEAR JOIN OUR ANNUAL

## GRAFONOLA CIRCLE



**Grafonola—Model A**  
CASH PRICE \$30.00  
Without Records  
TIME PRICE, \$36.00  
Including 10 Columbia  
Record Selections  
TERMS: \$5.00 Cash, \$4.00 Monthly



**Grafonola—Model C**  
CASH PRICE \$70.00  
Without Records  
TIME PRICE, \$78.00  
Including 10 Columbia  
Record Selections  
TERMS: \$20.00 Cash, \$7.00 Monthly

Lowest Prices

No Extras—Easiest Terms

You have always wanted a Grafonola. Here, now, is your opportunity to get one right away. We have removed practically every obstacle that has stood in your way of possessing one of these great entertainers. Until last year we confined this great annual sale to our city customers, as the popularity of the Grafonola circle and the difficulty in securing large stocks of these high-grade standard instruments made it necessary for us to do so. By special effort this year, we have been able to secure a much larger number of instruments and are again in a position to throw open the many, extra advantages of the Grafonola circle to our out-of-town friends.

20 Columbia Record Selections  
Included with each Cabinet Model Instrument

10 Columbia Record Selections  
Included with each Table Model Instrument

You may choose any double-sided 90c records from our large list of standard Patriotic Selections—Dance and Sacred Music—and, in fact, whatever pleases you most. Many of the world's greatest artists are to-day making records exclusively for Columbia Grafonolas. This means that with a Grafonola in your home, you have all the world's best music—just the music you want—when you most want it.

### Advantages of Joining Now

You secure any Columbia machine on the most liberal terms ever offered—a full year's exchange privilege—and free insurance in the event of death before payments are completed, the machine becomes the property of your family, without further payment, provided payments due are made to date. Owing to war conditions we are confident of increased prices after the New Year.

We Pay  
Express

The  
Euphonolian \$110.00  
WITHOUT RECORDS  
TIME PRICE, including 20  
Columbia Record Selections \$124.50  
TERMS: \$12.00 Cash, \$10.00 Monthly

Write Us  
To-day

#### HOW TO JOIN

Simply drop us a line, making your selection of any instrument shown in this advertisement—or, if you prefer, we will send you our complete catalogue showing many other styles of instruments. Immediately on receipt of your first payment, the instrument and records will be shipped to your home, express prepaid. Why not solve the family Christmas problem at this time with a gift that every member of the family will enjoy?

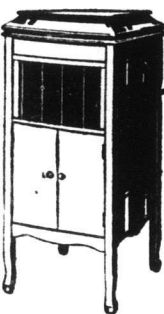
### An Easy Way to Buy the Phonograph You Want

Only one system of payment is referred to in this announcement for the various instruments illustrated. A small cash payment is all that is required to send any of these beautiful, clear-toned instruments to your home. Should it better suit your individual convenience, we are willing to arrange, quarterly or half-yearly terms on the balance. Only a few instruments are mentioned here. The same advantageous terms, however, apply to any instrument in our catalogue.

WE WILL  
ACCEPT  
VICTORY  
BONDS  
ON ANY  
PURCHASE

WE WILL  
ACCEPT  
VICTORY  
BONDS  
ON ANY  
PURCHASE

**Grafonola—Model X**  
CASH PRICE \$115.00  
Without Records



TIME  
PRICE  
\$129.75  
Including  
20 Columbia  
Record  
Selections  
TERMS:  
\$12.00 Cash,  
\$10.00  
Monthly

Illustrated  
Catalogue  
and  
Further  
Particulars  
on Request

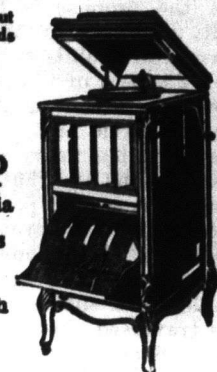
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EDISON, COLUMBIA, EUPHONOLIAN AND PHONOLA PHONOGRAPHS

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**Grafonola—Model G**

Without  
Records  
CASH PRICE \$170.00



TIME  
PRICE  
\$187.50  
Including  
20 Columbia  
Record  
Selections  
TERMS:  
\$20.00 Cash,  
\$14.00  
Monthly

Illustrated  
Catalogue  
and  
Further  
Particulars  
on Request