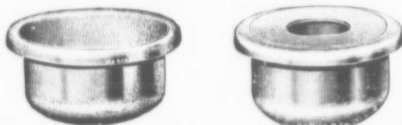


## Phonographic Cabinet Hardware

Some months ago Hammacher, Schlemmer & Co., hardware specialists to the piano trade, issued a separate catalogue of hardware for the phonograph cabinet trade. This industry, which suddenly developed into proportions of a great size, has demanded specialties, which Hammacher,



Schlemmer & Co. were quick to recognize, hence this special department of theirs.

Needle cups are in themselves a very much demanded supply. A sample from the catalogue above referred to is here shown, with and without cover. This is one of the most popular in the range shown by Hammacher, Schlemmer & Co., who are in a position to give immediate response to inquiries.



Mr. L. G. De Forest, the Claresholm, Alta. dealer has a "Little Grey Home in the West."

## SITUATION WANTED

Experienced piano man wishes to change occupation to enter a more congenial environment, where there is opportunity for advancement. Over ten years with present firm. Can leave 1st October, or sooner. All player demonstrator, with good knowledge of Edison phonographs and Columbia Grafonolas. Experienced in both floor and outside selling. Now and for last year has held dual position of Sales and Advertising Manager. Can satisfy the most exacting enquiry as to selling ability. Apply to W. W. O'Hara, 10 Springfield Ave., Westmount, Que.

## TELL YOUR WANTS

IN THIS  
SERVICE COLUMN

Subject to the limitations below given this column is open free of charge to those in the music trades to tell their wants. If you want a salesman, a saleswoman, book-keeper, tuner, etc., or if you are one of these wanting a position, or if you want to sell out, buy a business, a truck, team of horses, show cases, store fittings, second hand organs or pianos, use this column.

The limitations are that up to four lines of this 8 pt. type, which will be approximately 35 words, there is no charge; for black face type or for each line over there will be a charge of twenty-five cents per line.

**WANTED**—First class piano and phonograph salesman who can take a financial interest in a well established business of 18 years in Western Canada. Apply Box 22 Canadian Music Trades Journal, 66-68 West Dundas St., Toronto.

**WANTED**—Competent retail salesman for Victrola department. Must know Victor records thoroughly and be capable of taking full charge of department. Excellent remuneration. Apply to Box 44 Canadian Music Trades Journal, 66-68 West Dundas St., Toronto.

**PIANO WIRE**—A firm of piano manufacturers in Japan, with a capacity of fifty pianos and one hundred and fifty organs per month, is in the market for some 2,000 pounds of piano wire. Apply Department of Trade and Commerce, Ottawa, quoting reference No. 649.

**PIANO HAMMERS**—The above firm also wishes to be put in touch with firms making piano hammers, and would purchase 300 sets as a sample shipment. Apply Department of Trade and Commerce, Ottawa, quoting reference No. 650.

**PIANO FELT**—Canadian manufacturers of piano felt wishing to establish themselves in the Japanese market, would do well to communicate with a piano manufacturing company in Japan, whose address may be obtained from the Department of Trade and Commerce, Ottawa, quoting reference No. 651.

**FOR SALE**—Prosperous music business for sale as owner wishes to retire from business. This business is in a live town and consists of agencies as follows: Nordheimer, Bell, and Evans Pianos; the New Edison Disc and Cylinder phonographs, also Columbia and Brunswick graphophones, and musical instruments of all descriptions. Apply Box 104, Canadian Music Trades Journal, 66-68 West Dundas St., Toronto.

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