



"There is More Money

in **BERLINER GRAM-O-PHONES** and **VICTOR TALKING MACHINES** than in books." So say all booksellers who have handled them. There is many hundred per cent. more profit in records than in sheet music, and the trade is more regular and easier handled.

Talking machines **HELP** the book trade, and do **NOT** spoil it as some dealers think. Stock our instruments **NOW** and satisfy yourself that what we say is correct.

BERLINER GRAM-O-PHONES - \$10.00 to \$65.00
VICTOR TALKING MACHINES - \$16.50 to \$110.00

The prices of our famous Maroon Records have been reduced.

10-in. records, **NOW 65c.** formerly 81.00
7-in. records, **NOW 35c.** formerly 50c.

The above prices, for both instruments and records, are the ordinary **RETAIL PRICES.** Send for **NEW** and **LIBERAL** discounts to the trade. It only costs you a stamp to do so!

The Berliner Gram-o-phone Co. of Canada, Limited
2315 St. Catherine St., **MONTREAL.**
Toronto Winnipeg Vancouver

HUNT'S ROUND POINTED PENS

Received the Only

They **DON'T**
Scratch,
Blot or
Spur

GOLD MEDAL

They **DO**
Write Right
Wear Long

Awarded to Steel Pens at St. Louis for

Excellence of Manufacture and Superiority of Finished Product

Sole-Canadian Agents:

McFARLANE, SON & HODGSON

MONTREAL

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JAN 27 1906
To Owner
Not Book
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THE
PROOF OF THE PUDDING
IS IN THE
EATING

THE
PROOF
of
OUR
SUPERIOR
ENGRAVING

IS IN
OUR
GROWING
BUSINESS

making

DESIGNS
ILLUSTRATIONS
ENGRAVINGS to print
in ONE or MORE COLORS on a
type printing press
for

CATALOGUES
ADVERTISEMENTS
COMMERCIAL WORK
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**GATCHEL
AND
MANNING**

27 to 41 S. 6th St.
Cor. Chestnut

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