

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 50 second hand organs in good playing order. Will pay cash for any quantity offering. Musicians' Supply Co., Royal Stores Furniture, St. John's, Newfoundland.

WANTED a capable outside salesman, by a dealer in one of the best towns in Ontario, who is prepared to make a very attractive proposition in order to get a good man. Apply Box 105, Canadian Music Trades Journal.

RECORD STOCK WANTED

A DEALER in Saskatchewan requires a stock of about 500 or 600 Phonograph Records. Will pay cash. The stock must include a good assortment of standard songs and music. Send particulars of what you have to offer. Box 101 Canadian Music Trades Journal.

MONTREAL MACHINE SHOP, LIMITED 481 Ontario St. E., Montreal

THE above firm are on the market to make motors, tone arms, and all die castings for talking machines and phonographs. They wish to get in touch with all the Canadian Phonograph Manufacturing Companies.

BUSINESS CHANCES

PIANO and Phonograph business in city of 12,000, highest grade agencies. Reason for sale, owner has other interests. Would consider city property in exchange, or to a live man will leave money in the business. This is a genuine offer. Write Box 115, Canadian Music Trades Journal, 66-68 West Dundas Street, Toronto.

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.

SALESMAN WANTED

WANTED experienced piano and phonograph salesman for City; one with Toronto connection preferred. Replies confidential. Box 77, Canadian Music Trades Journal.

PHONOGRAPH MECHANIC WANTED

WANTED, phonograph motor mechanic. State experience and salary expected. Apply box 119, Canadian Music Trades Journal.

WANTED experienced piano string maker. Apply Box 108, Canadian Music Trades Journal.

WANTED—Phonograph manufacturing expert to take superintendent's position in Canadian Manufacturing Plant to organize phonograph department and take charge of same. Apply Box 85, Canadian Music Trades Journal.

PIANOS WANTED

WE are open to consider an arrangement with any reputable Canadian House making pianos of from cheap to high grade and will appreciate illustrated lists; F.O.B. quotations, and shipping measurements, also particulars of Ocean Freight at date of quotation. The particulars are necessary to allow us to arrive at an approximate landed cost. Advertiser, a New Zealand firm. Apply Box N.Z., Canadian Music Trades Journal.

FOR SALE

SECONDHAND organs, five octaves \$15.00 each, six octaves \$40.00 each, cash with order. We have a lot of them at Brockville, Belleville, Kingston and Ottawa. F.O.B. point of shipment.—C. W. Lindsay, Limited.

WANTED

PIANO Tuner for Vancouver, B.C., Piano House. One with some knowledge of selling preferred. Good position for the right man. State experience and salary expected. Apply Box 81, Canadian Music Trades Journal.

WANTED

ALL kinds phonograph repairs, parts supplied. Satisfaction guaranteed. Phone orders prompt attention. Phone Call. 2901, 134 Ulster St., Toronto.

Compare Your Work with This

ONE piano tuner the Journal has heard of gave a summary of his work for the past ten months. This showed that he tuned 250 pianos, which is at the rate of 300 pianos a year. Of the 250, one-fifth of them were new in the stores of dealers. Of the used instruments only three were up to pitch and in decent condition for the tuner. "A little over one per cent. of the people in my territory," says this tuner, "will have their pianos attended to before they get bad. For this reason my average time for tuning a piano is three hours." These are interesting figures.

SMALL GOODS

Wholesale only

BEARE & SON

WRITE FOR MARCH BULLETIN

117 KING STREET WEST, TORONTO. And London, England