

The Most Popular Uprights On the Market Today

The \$102.00 Columbia Grafonola is a sight draft on any prospect's bank account if he wants the instrument that **shows most** for his money—tone, appearance, finish and size. The \$112.00 Columbia Grafonola: the tremendous selling power of the \$102.00 Grafonola, **plus** the great popularity of the Columbia Individual Record Ejector.

The \$135.00 Columbia Grafonola is the best value in any man's money as an **artistic**, perfect instrument—measured by any standard of tone, craftsmanship, finish or appearance. \$145.00 with the Individual Record Ejector—the convenience that helped to sell a considerable percentage of all instruments sold since its first introduction.



The \$200.00 Columbia Grafonola is convincing evidence that the Columbia is incomparable as a musical instrument. The highest tone-quality, with every refinement of mechanism, form and finish to correspond.

The \$250.00 Columbia Grafonola is the apex of achievement in upright instruments. Tonally, mechanically, artistically, it is the utmost perfection of the reproducing art.

From the \$21.00 model for the trade that demands a great big value for little money, to the splendid \$250.00 instrument built for the buyer who wants the **best**, every instrument in the Columbia line is made to meet a special demand; to meet it so **completely** and so effectively that the growth of Columbia business is the wonder of the entire industry. The facts—and how they affect you as a dealer—are yours for the asking, **to-day**.

COLUMBIA GRAPHOPHONE COMPANY

Factory and Headquarters:

Toronto, - Canada