

IF YOU HAVE NOT DONE SO

already, do not delay in sending in your order for a sample

Berliner Gram-o-phone

Victor Talking Machine

which will soon demonstrate to you the regular and profitable business you can build up in the Recording all the Bookselling and Stationery Trades for handling out the Bookselling and Stationery Trades for handling our goods. For we have hundreds of satisfied customers amongst the trade. We want YOU to satisfy yourself that the claims we make are correct. Our October list of records includes some of the finest singers and bands in the world which will command a ready sale amongst all owners of telking machines. all owners of talking machines.

Send-for catalogue, dealers' discounts, and full par-ticulars NOW, so that you may secure the FULL, benefit of the Fall trade.

The Berliner Gram o phone Co. of Canada, Limited 2315 St. Catherine St., MONTREAL.



FINE LEATHER GOODS



Hand Bags, Writing Cases, Cigar Cases, Desk Sets, Music Rolls, Etc., Etc.

MANUFACTURED BY -

C. F. RUMPP & SONS Established PHILADELPHIA, U.S.A.

NEW YORK SALESKOOM 683 and 685 Haustiwas

CHICAGO SALESROOM 35 RANDOLLIE ST



DRESSING CASES

MANICURE SETS

IT NEVER CROWS OLD, SO ORDER IT ANEW

You sold the game of

CROKINOLE

last season. Sell it this season. One dealer when sending in his order called Crokinole the "standby"; and true it is. We see no reason why you shouldn't get even a larger portion of the Crokinole trade. At \$2.00 per dozen the game is CHEAP.

The Copp, Clark Co., Limited, Toronto