

the one in which the assembly takes place, a bell will ring three times and the folding doors will slide back (for nearly all German houses have their rooms so arranged and will reveal a glittering tree. The Christmas tree in Germany is regarded with something like awe, not

only by the children but by the grown ups as well. It is seen through a mist of lore and tradition that transforms it into something sacred and each invited guest to a German Christmas party, be he ever so humble, will have at his own poor little home a Christmas tree, too.

Perhaps the scene of the most brilliant Christmas festival in Europe is at the Royal Palace at Potsdam, Germany, where the Kaiser celebrates it in a manner befitting the monarch of Germany, where Santa Claus comes to every house with gifts, and where even the very

criminals are provided with Christmas trees and gifts. On the afternoon of Christmas eve the Kaiser and his sons walk about the neighborhood of the palace giving Christmas boxes to all the poor folk they chance to meet, wishing them "Gluckluk Feitag" (a happy Christ-

Pianos Organs



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Seven only. Large Colonial or Louis designs. Special shipment just received. They sell regularly for \$850, but for Xmas trade to mail order buyers we make this unprecedented offer.

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Terms: One Quarter Cash. Balance in 3 fall payments.

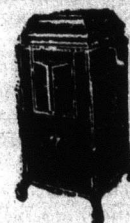
The Sweet-Toned Ennis Piano

A reputation of 27 years behind each and every one of these beautiful Louis design pianos at

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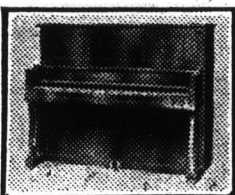
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Colonial design, simple, artistic, elegant, in Walnut, Mahogany or Mission Oak. The New Scale Williams' Tone has attracted the attention of the world's greatest musicians. It possesses special features of construction only found in this piano. This is a piano to satisfy the tastes of the most fastidious musician and we guarantee it to give a lifetime of service.

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The first artistic **Player-Piano** at a moderate price.

Beautiful case designs and the best value we have ever known at this price.

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\$25 Cash ; \$15 Monthly

Or one quarter cash and three fall payments.

Every Edison Phonograph

Every Edison Record

Always in Stock.

This new 1912 model Standard Phonograph with large flowered horn, plays the Amberol records. The newest of Mr. Edison's models with 12 four minute selections of your own choice.



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This Victor

with 12 selections
(6-10" D.D.)

\$39.50 \$4 Monthly

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