

METROSTYLE-THEMODIST (88-NOTE)

303244 Blue Monday. Fox trot. Harry Tatton	60
303168 Gypsy Life. One-step. George J. Trankam	60
303242 Some Jazz Blues. Fox trot. M. L. Lake	60
303238 You're In Love. Selection. Rudolf Fried	1 29
METRO-ART (88-NOTE)—HAND-PLAYED	
303192 Bedouin Girl. Passing Show 1917. Sigmond Rosenberg	60
303030 Dream Kisses. Intermezzo. Edwin F. Wilson	78
303174 It Takes a Long, Tall, Brown-Skin Gal. Will E. Skidmore	60
303142 Won't You Be My Daddy. Passing Show 1917. Sigmond Rosenberg	60

TRADE GOSSIP FROM THE MARITIMES

The piano stores of Amherst, N.S., have agreed to close their waterrooms Wednesday afternoon at one o'clock during the months of June, July, and August, to assist in the greater production of food stuffs.

Charles Whittle, of Moncton, N.B., is a well-known figure in Moncton and surrounding, and is ever kept busy on tunings, and in fact is likened somewhat to a doctor, his time never being his own. This is accounted for by honest and conscientious work.

A. E. MacNutt, the well-known composer of Moncton, N.B., is as much at home on the stage as he is in writing and composing patriotic and popular selling songs. He recently took one of the leading parts in an amateur production of one of the leading operas, which was staged in Moncton and St. John in aid of patriotic funds for Red Cross work. Mr. MacNutt was recently married to Miss Alma Corressa Parkhill, of Chipman, N.B.

C. W. Lindsay, Limited, Quebec, are very much pleased with the sale of an Estey Model T-61 organ, and the disposal of a Gerhard-Heintzman grand player piano. Manager Hurteau is a most capable salesman, and business under his supervision has developed wonderfully.

Amherst Pianos, Limited, St. John, N.B., do a thriving business in their lending library which has appealed to a large number of their customers living out of town. This has been the means of getting in closer touch with some of their customers, and at the same time increasing their clientele among new prospects.

The C. H. Townsend Piano Company, St. John and Moncton, are Victrola enthusiasts, and the large number of machines they are placing shows the implicit faith they have in this make. They do a large business in "His Master's Voice" records.

The Amherst Pianos, Limited, St. John, N.B., allow a talking machine and twelve selections on trial. They have sold a large quantity of the popular Columbia song hits, "For Me and My Girl" and "Indiana."

H. L. Hewson & Son, Amherst, jobbers of the Pathe for Nova Scotia, report a steady increasing trade for this make.

The Johnston Piano Company, of Halifax, in addition to handling the Sonora, feature Columbia, Pathe, and Phonola, and in these makes handle a large volume of business. Columbia and Pathe records are excellent sellers, they claim.

A. A. MacKenzie, of New Glasgow, finds the New Edison Diamond Disc machine a popular line to exploit, and has already placed a large number of these in homes in New Glasgow and surrounding territory.

TRADE NEWS BRIEFS

Mr. H. A. Eckardt, of the Williams Piano Co., Ltd., Oshawa, is on a business trip to the Maritime Provinces.

Mr. H. D. Kresge, of R. S. Williams & Sons Co., Ltd., Toronto, is back at his desk after an enjoyable holiday in New York and Philadelphia.

Mr. W. B. Puckett, vice-president and manager, Williams Piano Co., Ltd., Oshawa, has returned to the factory from a visit to Williams agencies in the west.

Mr. Paul J. Stroup, of the Universal Music Co., New York, took advantage of his recent visit to Buffalo to make a flying trip to the firm's Canadian headquarters in Toronto.

H. C. Cutler, of W. H. Paling & Co., Ltd., one of the most important piano and music houses in Australia, with headquarters in Sydney, visited United States centres during the month.

Mr. F. T. Quirk, manager, Stirling Actions & Keys, Ltd., Toronto, visited a number of United States centres recently, including New York, calling at Montreal and St. Therese on his return trip.

The musical young woman who dropped her peekaboo waist in the piano player and turned out a Beethoven sonata has her equal in the lady who stood in front of a five-bar fence and sang all the dots on her veil.

Mr. H. G. Stanton, vice-president and general manager of the R. S. Williams & Sons Co., Ltd., attended the International Rotary convention, held at Atlanta, Ga. Rev. Pidgeon, of Winnipeg, was elected president.

Mr. Wyman Stanley Clark, manager of the Stanley piano factory, Toronto, was on June 23 married to Miss Ethel Stephenson. The employees took advantage of the occasion to express their good wishes in the form of a very handsome gift in cut glass. The firm presented Mr. Clark with a purse of gold.

Mr. Harry H. Fitch, Canadian manager of the Universal Music Co., spent the first of July with his parents at Niagara Falls. Mr. Fitch and his family just arrived at the Falls when they heard of the terrible accident on the Gorge Route on July first. The victims crossed the lake on the same boat as Mr. Fitch.

Different buyers have different exchequers; that's why price variety is as important as quality of product. The Columbia dealer always has both.

(Write for "Music Money," a book "full of meat" for those dealers interested in quick and frequent turnover of capital.)

Columbia Graphophone Company
Factory and Headquarters
Toronto - - - Canada

