

TRADE HAPPENINGS ARE TOLD IN BRIEF

Views and Beliefs of Live Piano Merchants Are Presented.

"We don't make terms; we let you make them," is the inviting statement of the Phonograph Shop, Tulsa, Okla.

Geo. E. Buss is an Edison distributor in New Philadelphia, O.

The Mayer-Marks Co. has two stores in Cleveland, O., one at Prospect and E. Fourth and one at West Twenty-fifth and Denison. The latter store is open evenings on Mondays, Thursdays and Saturdays.

The Brunswick phonograph is sold by Young's, a Benton Harbor, Mich., furnishing store.

"The Store of Today and Tomorrow" is the designation Harbour-Longmire, Oklahoma City, Okla., freely prints as a slogan. The firm has a fine store in a good location at 311-313 West Main street.

D. W. McKenzie is president of the Playerphone Talking Machine Co., Chicago, and W. D. Caldwell is treasurer.

The Munson Music Co., Zanesville, O., was established in 1851.

By a policy of "good service" Geo. S. Dales, Akron, O., hopes to keep his place "Ohio's Finest Talking Machine Store."

The Dunham Music House, Asheville, N. C., has built up a large trade in Edison phonographs.

The Southern Photo Material Co., Atlanta, Ga., handles the Victor line.

Levy's Jewelry Store, Macon, Ga., is a big talking machine distributor.

"Ten thousand records from which to select your favorites," is the inviting suggestion of J. B. White & Co., Augusta, Ga. The house has a big trade in talking machines.

Kloepfer's Music Shop, Bucyrus, O., is one of the progressive talking machine firms which prove the value of continuous advertising. Its displays are remarkable for the force of the statements. This

week this was printed: "In every class of merchandise there is a standard that is always spoken of—compared to—and judged by. The policy of this store in every case is to secure just that line of standard merchandise for its customers."

The Conroy & Levy Co., a Middletown, O., furniture house, has established a profitable talking machine business.

W. L. Noble, a progressive furniture dealer of Martins Ferry, O., has a prosperous talking machine department.

The Badgett and Ellis-Chandler stocks, Maryville, Tenn., have been combined in the Ellis-Proffitt store in the Badgett building.

Winter & Hutchinson handle the Brunswick line in Richwood, O.

"We charge no interest on time payments," is the assuring statement of the Mayer-Marks Co., Cleveland, O.

The Meteor phonograph is handled by the Phoenix Furniture Co., Beaumont, Tex.

The Sinclair Furniture Co., Oklahoma City, Okla., features the playerphone, manufactured by the Playerphone Talking Machine Co., Chicago.

The informal opening of the new music store of the Maison Blanche, one of the finest talking machine houses in New Orleans, La., was a recent event of much interest in the local trade. The talking machine department embodies all modern improvements and the homelike note is strongly emphasized by the furnishings and appointments.

WINS WITH PLAYERPIANOS.

A fine business in playerpianos has been built up by the McMahon Piano Co., Youngstown, O., which features the Jesse French & Sons and Jefferson playerpianos. The players the Youngstown dealer says "represent magnificent value at their respective prices." Of the Jesse French & Sons player this is said in the publicity of the firm: "The supreme piano of the world into which has been installed the supreme player action of the world. Nothing better or greater or more sublime can be had."

AUSTRALIA AN ATTRACTIVE FIELD FOR EXPORT TRADE

Country of Wonderful Resources Especially Desirable for American Manufacturers, Says Report.

Australia, with her vast resources and war-curtail export trade, offers at present one of the most attractive fields for expansion of the foreign trade of the United States, according to the booklet, Trading with Australia, just issued by the Guaranty Trust Co. of New York. Selling and collection methods employed in Australia and New Zealand are discussed in the publication, as well as the shipping and distributing policies adhered to by import and export traders. Concerning Australia's present resources, the booklet says:

"The Australian market is especially desirable to the United States, as the seasons are the reverse of those here, the Australian summer being at the time of the American winter. Owing to the custom of Australian merchants of placing their orders about nine months before the goods are required, orders in sufficient volume would enable American manufacturers to run continuously in the domestic 'off season.' Australian orders could be filled during the dull season which occurs in the United States between the regular seasonable shipments for domestic trade."

STEINWAY REASONS.

The reason why for the fame of the Steinway piano is told by the B. Dreher's Sons Co., Cleveland, O., representatives for the piano named: "It is not merely the combination of wood, felts and metals, but it is in knowing how to combine them in order to produce the highest musical results which has made the Steinway the piano by which all others are measured. For generations the Steinway has been the ideal piano—the choice of the great artists. Its enduring fame rests upon its perfect musical qualities."

BJUR BROS. CO.

ESTABLISHED 1887



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Pianos and Players of Quality
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BRINKERHOFF

Player-Pianos and Pianos

The Line That Sells Easily and Satisfies Always

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Try a Want Ad in the Presto and Get It

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WESER BROS., Inc.	AT IT SINCE 1879	NEW YORK

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Grand
Small Grand
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Handled by the
most successful
retailers in the
country.

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WAREROOMS: Boston, New York, Chicago.

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PIANOS
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Standardized by The Quality

Every Instrument in this Line is a Trade Winner because it possesses Musical Characteristics far Exceeding the Price asked for it.

Write for Catalogues and Particulars.

Fuehr & Stemmer Piano Co.

18-22 E. 24th St.

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SWAN PIANOS

are of the highest grade that can be obtained through over 50 years of practical experience in piano and organ building. Illustrations and catalogues of various styles will be furnished piano merchants on application.



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SWAN ORGANS

The tremendous superiority of the SWAN Reed Organs over all others lies in the absolute mechanism and scientific perfection in the bellows action and stop action, making it the best value in modern organ building.

BAUER PIANOS JULIUS BAUER & COMPANY

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Office and Warerooms
Old Number, 244 Wabash Ave.
New Number, 305 S. Wabash Ave.

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Makers of Pianos That Are Leaders
in Any Reliable Store

NEW FACTORY, 304 W. 42nd St., NEW YORK