

THE PRESTO'S WANT ADVS.

Large Piano Manufacturer has wonderful opportunity to offer man who is capable of taking charge of factory player piano department

If you understand the player piano thoroughly and are capable of taking charge of a large player piano department in one of the best equipped factories in the United States, located near Chicago, and are able to get production, this represents the chance of a lifetime.

The man we want must be capable, sure of himself, with a first-class record, conscientious and honorable. He will be given great responsibility and excellent co-operation. All replies will be regarded as strictly confidential.

Write us about your experience and tell us why you think you are the man for this big position. Address Player Piano Manufacturer, Care Presto, Old Colony Bldg., Chicago, Illinois.

A BUSINESS OPENING.

Here's your opportunity, Mister Live Dealer: — Des Moines, Iowa, location, center of piano district, available for immediate possession. Very moderate rental. Going small goods and sheet music business conducted separately in connection. Prestige of retail business of over 30 years' standing. Backed by manufacturer who will extend liberal financing arrangement. The Baldwin Piano Co., 323 S. Wabash Ave., Chicago, Ill.

TRAVELING POSITION WANTED

By a salesman of thirty years' experience in both retail and wholesale work. Employed at present, but will take a position where promotion and a future is ahead. Can furnish proof of ability, good character and integrity. Especially acquainted in the South and prefer that territory. Address "J. R. P.," Box 11, PRESTO Office, Chicago.

TUNER WANTED.

WANTED—A competent piano tuner and player repair man, for city and shop work, in Middle West city. In answering state experience and salary expected. Address "Shop Work," Box 3, PRESTO Office, Chicago.

EVERY MAN, WHETHER

Directly or Indirectly Interested in Pianos, Phonographs or the General Music Trade

Should have the three booklets comprising

PRESTO TRADE LISTS

No. 1—Directory of the Music Trades—the Dealers List.

No. 2—The Phonograph Directory—the Talking Machine List.

No. 3—Directory of the Music Industries (Manufacturers, Supplies, etc., of all kinds).

Price, each book, 25 cents.

The three books combined contain the only complete addresses and classified lists of all the various departments of the music industries and trades.

Choice of these books and also a copy of the indispensable "Presto Buyer's Guide," will be sent free of charge to new subscribers to Presto, the American Music Trade Weekly, at \$2 a year.

You want Presto; you want the Presto Trade Lists. They cost little and return much. Why not have them?

Published by

Presto Publishing Co.

407 So. Dearborn St.,
CHICAGO, ILL.

FLOOR SALESMAN.

Position wanted by A1 salesman as salesmanager or floor man; eighteen years' successful experience; will go anywhere; at present floor salesman for large middle west house; A1 references. Address "Floor Salesman," care PRESTO, Chicago.

SALESMEN WANTED.

PIANO SALESMEN—Wanted—Thoroughly experienced floor salesmen for our Chicago store and branches located in New York, Detroit, Cleveland, St. Louis, Minneapolis, St. Paul, etc. We will pay you more than you are now earning, with chance to become branch manager. Write or wire Mr. Harris, % P. A. Starck Piano Co., 210 S. Wabash Ave., Chicago, Ill.

COLD IVORY GLUE.

WANTED—Tuners and repair men to try our Special White Ivory Glue. Only glue on the market that can be used cold. Harlem Piano & Organ Key Co. Price, \$1.00 can, postpaid, in the U. S.

REGULATORS WANTED.

Piano action regulators wanted. Smith, Barnes & Strober Co., 1872 Clybourn Ave., Chicago.

ELECTRIC PIANO BARGAINS.

FOR SALE OR EXCHANGE—One Wurlitzer electric coin piano, one Coinola electric piano, each having a keyboard that can be played by hand also. Will sell right, or exchange on other musical instruments. These instruments are new. What have you to offer? Write Nace's Music Stores, Inc., Hanover, Pa.

STORE FOR SALE.

FOR SALE—One of the best retail piano and phonograph stores in Ohio. Plenty of room, good location, modernly equipped, low rent, long lease, fine established trade, largest and best store in the city, a small city, but growing rapidly, fine and thickly settled farms surrounding city. Plenty of factories now running full capacity. Positively no better proposition in Ohio. Will bear strictest investigation. Will sell with or without book accounts. Present owner wants to retire from retail piano business. Address "Opportunity," Box 3, PRESTO Office, Chicago.

WANTED—PIANO SALESMAN AND DEPARTMENT MANAGER.

The Smith Piano Co., one of the oldest and best houses in Milwaukee, Wis., is looking for two live-wire piano men who are real closers and can handle men and organize a department. Milwaukee is a city of over a half million people and one of the best player-piano towns in the country. No limit to earning capacity for a real producer. Salary and commission. If you want to make more money than at present and are looking for a "bigger thing," write or wire J. G. Stenger, Secretary, The Smith Piano Company, Milwaukee, Wis.

RETAIL SALESMAN WANTED.

PIANO SALESMAN WANTED—Must have at least five years' experience in retail selling through outside solicitation. We will give you canvassers to work for you, and pay you a liberal salary and commission. See Mr. Newman, The Smith Piano Company, 214 South Wabash Ave., Chicago.

BARGAINS FOR DEALERS.

FOR SALE—Lot of Edison cylinder machines, organs and square pianos. Write for list and get our low prices on them. Nace's Music Stores, Inc., Hanover, Pa.

ACTION MAN WANTED.

A player action factory wants good action man who can do, and teach others, all parts of work except hardware. One with some experience on coin-operated players desirable. State age, experience and wages wanted. Address "Action Man," Box 9, PRESTO Office, Chicago.

PLAYER EXPERT AND TUNER.

Position in the South or West by a thoroughly experienced player mechanic—Ampicos, Duo-Arts or Weltes. Also fine tuner and bench man. Climatic conditions the cause of change. Address "Player Mechanic," care PRESTO, Chicago.

TUNERS AND REPAIR MEN.

WANTED—Tuners, repair men and dealers to save money by sending their key-work to Harlem Piano & Organ Key Co. See ad. in PRESTO and note prices.

TRADE HAPPENINGS

RELATED IN BRIEF

Views and Beliefs of Live Piano Merchants Are Presented.

Harvey Morse, the Newburgh, N. Y., dealer is remodeling his store.

C. Kuntzmann pianos and players are featured as leaders in the Coshocton, O., store of Stevenson Bros.

The Ferris Music Shop, Geneva, N. Y., has considerably increased its stock of music goods.

Frank Crum is proprietor of the Marysville Music

Co., Marysville, Cal., which has handsome quarters in the Snyder Building.

The Baldwin line of pianos and players is now handled by the Brunswick Shop, Inc., San Antonio, Texas.

J. H. Wittamyer is doing an encouraging business in his new store, recently opened in Logansport, Ind.

A new building is being erected by Woods Bros., Pittsfield, Mass.

"Built on Family Pride"

Doll & Sons

Represent the Artistic
in Piano and Player Piano
Construction

JACOB DOLL & SONS

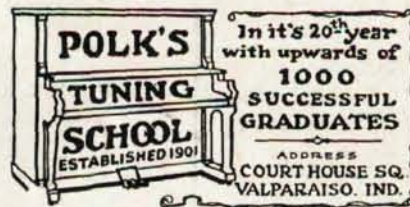
STODART

WELLSMORE

Jacob Doll & Sons, Inc.

Southern Boulevard, E. 133rd St.
E. 134th St. and Cypress Ave.
NEW YORK

PIONEER SCHOOL FOR PIANO MEN



Piano Player-Piano and Organ Tuning, Repairing, Regulating and Voicing. Best equipped school in the U. S. Diplomas awarded and positions secured. Private and class instructions, both sexes.

School all the year. Illustrated catalogues free.

FOLK'S SCHOOL OF TUNING, VALPARAISO, IND

WILLIAMS PIANOS

The policy of the Williams House is and always has been to depend upon excellence of product instead of alluring price. Such a policy does not attract bargain hunters. It does, however, win the hearty approval and support of a very desirable and substantial patronage.

WILLIAMS Makers of Williams Pianos, Epworth Pianos and Organs **CHICAGO**

Advertise Your Wants in The Presto

STARR PIANOS AND PLAYER-PIANOS

Our new designs are models of artistic piano construction. More than fifty designs, a style for every need at a price for every purse

Dealers find unmatched selling points in the

STARR, RICHMOND, TRAYSER and REMINGTON PLAYER-PIANOS



Correspondence with dealers solicited.

THE STARR PIANO CO.

Manufacturers of

STARR and RICHMOND GRAND PIANOS
STARR, RICHMOND, TRAYSER and REMINGTON
PIANOS and PLAYER-PIANOS

Factories: **RICHMOND, INDIANA**