

THE REVIEW'S UNIVERSAL "WANT" DIRECTORY

**A**NY member of the music trade may forward to this office a "situation" advertisement intended for this Department, to occupy a space of four lines, agate measure, and it will be inserted free. The replies will also be forwarded without cost. Additional space will be at the rate of 25c. per line. If bold-faced type is desired, the cost for same will be 25c. a line, 7 words to a line.

Business opportunities, 25c. per line.

When sending bold-faced advertisements cash must accompany order.

All advertisements intended for this department must be in hand on the Saturday preceding date of issue.

**EXPERIENCED TRAVELER AND REAL SALESMAN** wants position with reputable piano manufacturer in the East preferably; known as producer and hustler. Present contract expires October 1. Address "Box 2443," care The Music Trade Review, 373 Fourth Ave., New York City.

**POSITION WANTED**—Retail piano manager desires to connect with good house on salary and bonus basis. Employed at present. Address "Box 2446," care The Music Trade Review, 373 Fourth Ave., New York City.

**POSITION WANTED**—Wholesale salesman wishes to connect with good house. Well acquainted with Southern and New England dealers. Address "Box 2447," care The Music Trade Review, 373 Fourth Ave., New York City.

**POSITION WANTED**—As wholesale salesman by man thoroughly experienced in all branches of piano business with successful record. Address "Box S. R. 21," care The Music Trade Review, 209 South State St., Chicago, Ill.

**WHOLESALE POSITION WANTED**—By traveler selling pianos to dealers. Desires to connect with well-known piano manufacturer who needs experienced and successful salesman. Address "P. O. Box 206," Farmville, Va.

**POSITION WANTED**—As assistant superintendent, by thoroughly experienced piano maker. Not employed at present time. Address "Box 2444," care The Music Trade Review, 373 Fourth Ave., New York City.

**POSITION WANTED**—By Ampico and player repair man. Address "Box 2445," care The Music Trade Review, 373 Fourth Ave., New York City.

**POSITION WANTED**—By first-class piano tuner and player repair man. Address "Box 2442," care The Music Trade Review, 373 Fourth Ave., New York City.

**AT LIBERTY**—A-1 saxophonist wants position with some good orchestra in the East, preferably New York. Address Chas. H. Booker, 319 Beale Ave., Memphis, Tenn.

**HIGH-GRADE MAN**, with successful experience as manager and sales manager for some of our highest-class houses, desires to hear from one needing such service. Address "Box 2438," care The Music Trade Review, 373 Fourth Ave., New York City.

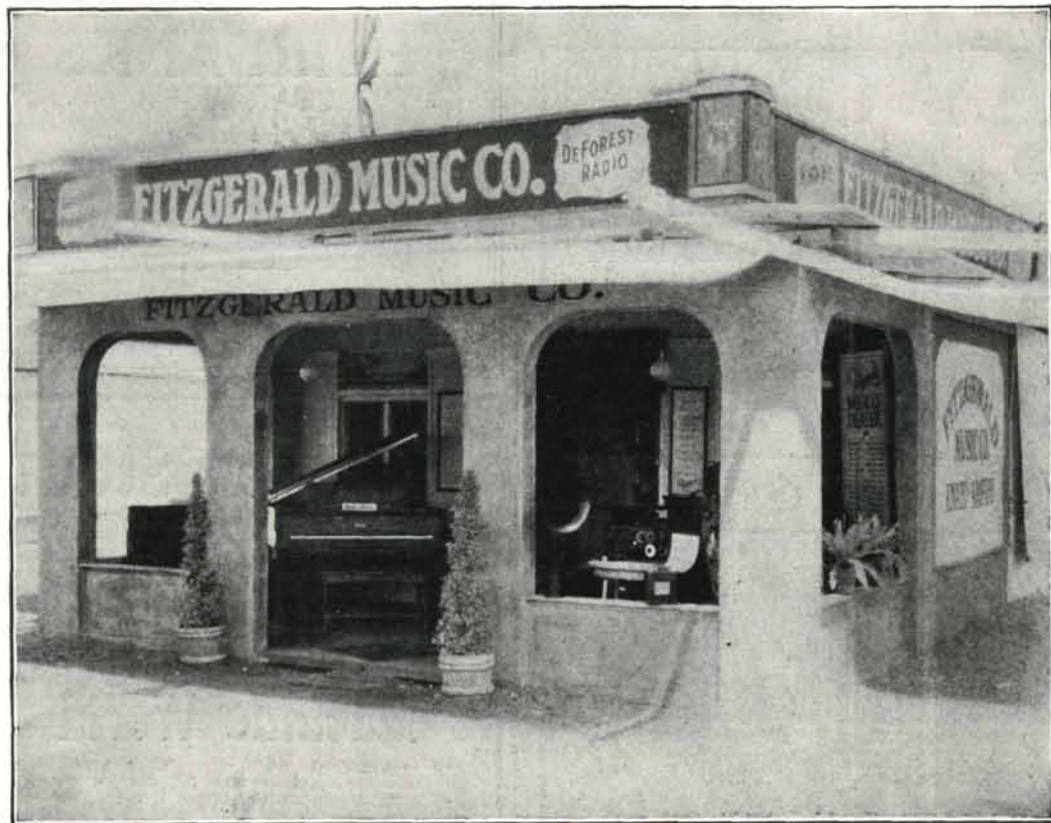
**POSITION WANTED IMMEDIATELY**—By high-class man with broad and very successful experience in every phase of the piano business. Can furnish highest credentials. Address "Box 2437," care The Music Trade Review, 373 Fourth Ave., New York City.

**WANTED**—Traveling salesman's position with standard music publishing house. Fifteen years of road experience. A-1 references. Address "Box 2436," care The Music Trade Review, 373 Fourth Ave., New York City.

**KNABE AND AMPICO SCORE AT FAIR**

Attractive Booth of Fitzgerald Music Co. Arouses Great Interest Among Visitors

LOS ANGELES, CAL., October 2.—At the Industrial Exhibition recently held here the very attractive booth of the Fitzgerald Music Co., exhibiting the Knabe and the Ampico, attracted



Booth of Fitzgerald Music Co., Ampico Dealers, at Los Angeles Industrial Exhibition great attention. During the fortnight of the exhibit the Knabe, with the Ampico, was demonstrated to many thousands of visitors.

It is reported that the exhibition was a great success and well repaid the efforts of the Fitzgerald Music Co.

Dealers and salesmen should arouse new interest in records this Fall and Winter.

**GULBRANSEN SCORES IN TORONTO**

Exhibition of Gulbransen and Q R S Rolls a Great Success—Gourlay, Winter & Leeming to Install Palestrina in Gourlay Pianos—Martin Orme Installs Welte-Mignon

TORONTO, ONT., October 2.—The Gulbransen player-piano and Q R S music roll exhibit

player. This was demonstrated by B. A. Trestail and Mr. Gulbransen, it is understood, was so impressed with this that the company is adopting it for its American trade and will publish it in book form very soon.

A. G. Gulbransen made a personal trip to Toronto to attend this exhibit. He was tremendously impressed with the possibilities of Canadian trade and the future of the Gulbransen, judging by the success already achieved by the Musical Merchandise Sales Co.

Gourlay, Winter & Leeming, Ltd., of this city, have just placed on the market their new Gourlay-Palestrina. This new instrument is a combination of the Gourlay piano with the Palestrina player action. W. A. Watson, one of the inventors of the principles governing the working of this action, came from Boston and spent ten days here demonstrating the superior features of the Gourlay-Palestrina to several Gourlay dealers who came to Toronto to get posted on the details of the working of the instrument. The Palestrina player action is made by the J. P. Eustis Mfg. Co., of Cambridge, Mass.

The Martin Orme Piano Co., Ltd., Ottawa, Ont., is now installing the celebrated Welte-Mignon reproducing equipment in some of their grands. This new reproducing piano will shortly be available to the Canadian trade.

Fletcher Bros., well-known music dealers, of Victoria, B. C., are planning the construction of a new building to take the place of their former quarters, destroyed by fire some time ago. The new building will compare favorably with any music store in the Dominion.

The American Device Co., of which Ralph Korbet is manager, moved this week into new quarters at 373 Fifth avenue, New York.

**ZEPHIR IS AIRTIGHT LEATHER**  
Unsurpassed for Pouches and Pneumatics  
**JULIUS SCHMID, Inc.**, 348 W. 86th St., New York

**Worcester Wind Motor Co.**  
WORCESTER, MASS.  
Makers of Absolutely Satisfactory  
**WIND MOTORS for PLAYER-PIANOS**  
Also all kinds of Pneumatics and Supplies

QUALITY SIMPLICITY ECONOMY  
**WHITMAN WEYDIG—HENKELMAN**  
**PIANOS and PLAYERS**  
THE WHITMAN CO., 401 W. 14th St., New York

**PLAYER--ORGAN--PIANO LEATHERS**

A Specialty of Pneumatic Leathers  
**T. L. LUTKINS, Inc.** 40 SPRUCE STREET NEW YORK

**WHITE, SON CO.**

Manufacturers of  
**ORGAN AND PLAYER-PIANO LEATHERS**

530-540 Atlantic Ave., BOSTON, MASS.