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Volume XVII.

{ J. W. PEPPER, }
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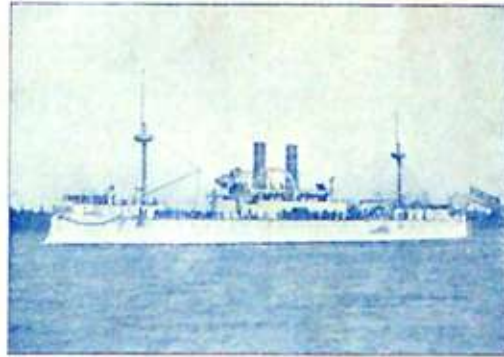
No. 205

THE J. W. PEPPER PREMIER--OWN MAKE--BAND INSTRUMENTS

Over \$44,000 Worth Purchased by the U. S. Army and Navy Since May, 1891

Sixteen (16) Complete Sets of the J. W. Pepper Premier—Own Make—Band Instruments Sold to the United States Navy

- Set for the U. S. Battleship Maine
Contract of May 10, 1894.
- Set for the U. S. Battleship Texas
Contract of May 10, 1894.
- Set for the U. S. Cruiser Columbia
Contract of July 15th, 1894.
- Set for the U. S. Cruiser Boston
Contract of July 31st, 1894.
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Contract of March 9th, 1895.
- Set for the U. S. Cruiser New York
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- Set for the U. S. Cruiser Baltimore
Contract of June 10th, 1895.



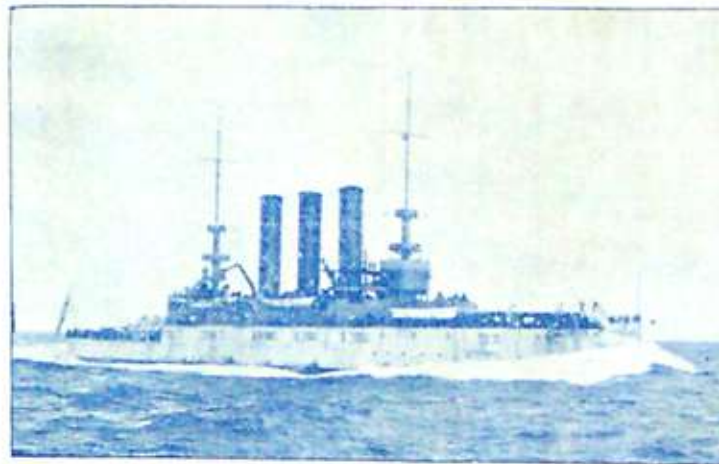
UNITED STATES BATTLESHIP

- Set for the Naval Station, Newport
Contract of June 10th, 1895.
- Set for the U. S. Cruiser Charleston
Contract of August 26th, 1895.
- Set for the U. S. Cruiser Vermont
Contract of February 9th, 1897.
- Set for U. S. Battleship Kearsarge
Contract of October 24th, 1898.
- Set for U. S. Battleship Kentucky
Contract of October 24th, 1898.
- Set for the U. S. Cruiser Mayflower
Contract of April 28th, 1900.
- Set for the U. S. Cruiser Newark
Contract of August 7th, 1902.
- Set for the U. S. Battleship Maine
Contract of August 26th, 1902.

LIST OF U. S. GOVERNMENT CONTRACTS AWARDED TO J. W. PEPPER

MAY 20, 1891, for \$733.91
JULY 20, 1891, for \$2,000.81
SEPTEMBER 3, 1891, for \$224.22
SEPTEMBER 18, 1891, for \$14.25
SEPTEMBER 30, 1891, for \$19.35
OCTOBER 21, 1891, for \$302.95
OCTOBER 23, 1891, for \$643.10
NOVEMBER 28, 1891, for \$52.80
JANUARY 22, 1892, for \$29.97
FEBRUARY 12, 1892, for \$131.28
MARCH 11, 1892, for \$4,920.00
MARCH 23, 1892, for \$677.55
APRIL 2, 1892, for \$300.29
MAY 12, 1892, for \$371.16
JUNE 15, 1892, for \$1,347.33
JULY 21, 1892, for \$320.97
JULY 28, 1892, for \$225.98
SEPTEMBER 28, 1892, for \$726.70
OCTOBER 20, 1892, for \$132.55
OCTOBER 31, 1892, for \$134.70
NOVEMBER 18, 1892, for \$176.64
DECEMBER 17, 1892, for \$169.27
JANUARY 9, 1893, for \$156.44
JANUARY 18, 1893, for \$14.00
FEBRUARY 9, 1893, for \$34.75
FEBRUARY 11, 1893, for \$1.46
FEBRUARY 14, 1893, for \$1,840.00
MARCH 7, 1893, for \$37.95
MARCH 29, 1893, for \$107.34
MARCH 31, 1893, for \$716.90
APRIL 27, 1893, for \$2,025.00
MAY 15, 1893, for \$194.64
JUNE 19, 1893, for \$707.30
JULY 23, 1893, for \$61.65
SEPTEMBER 12, 1893, for \$7.50
SEPTEMBER 16, 1893, for \$1-2.17
OCTOBER 3, 1893, for \$115.80
NOVEMBER 1, 1893, for \$96.99
NOVEMBER 9, 1893, for \$8.50
DECEMBER 13, 1893, for \$4.52
DECEMBER 27, 1893, for \$123.24
FEBRUARY 1, 1894, for \$79.84
FEBRUARY 15, 1894, for \$114.14
MARCH 12, 1894, for \$14.00
MARCH 24, 1894, for \$200.28
APRIL 15, 1894, for \$22.92
MAY 4, 1894, for \$1,151.32
MAY 7, 1894, for \$2,000.75

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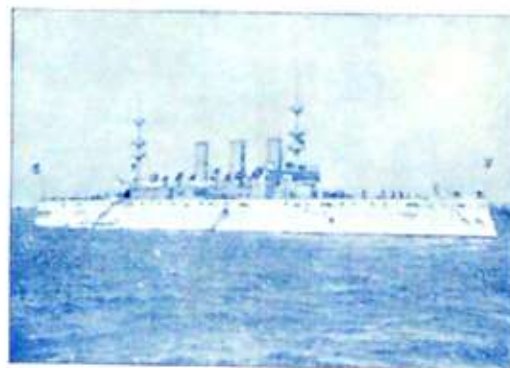


THE NEW "MAINE"

Contract for full set of Band Instruments for U. S. Battleship Maine awarded to J. W. Pepper August 26, 1897.

LIST OF U. S. GOVERNMENT CONTRACTS AWARDED TO J. W. PEPPER

MAY 23, 1894, for \$78.55
JUNE 2, 1894, for \$2.50
JUNE 25, 1894, for \$243.77
JULY 13, 1894, for \$56.25
JULY 16, 1894, for \$1.95
JULY 21, 1894, for \$27.87
JULY 24, 1894, for \$27.17
JULY 31, 1894, for \$671.59
AUGUST 2, 1894, for \$94.00
AUGUST 3, 1894, for \$116.05
AUGUST 24, 1894, for \$34.98
SEPTEMBER 25, 1894, for \$10.80
OCTOBER 18, 1894, for \$71.22
DECEMBER 18, 1894, for \$35.88
DECEMBER 27, 1894, for \$0.50
JANUARY 14, 1895, for \$26.57
JANUARY 16, 1895, for \$244.75
JANUARY 30, 1895, for \$19.83
FEBRUARY 5, 1895, for \$375.16
MARCH 9, 1895, for \$1,150.02
JUNE 9, 1895, for \$35.00
JUNE 19, 1895, for \$575.13
AUGUST 20, 1895, for \$375.13
AUGUST 21, 1895, for \$8.10
SEPTEMBER 15, 1895, for \$87.77
FEBRUARY 9, 1897, for \$626.62
OCTOBER 27, 1897, for \$2.75
MARCH 20, 1898, for \$1.35
APRIL 4, 1898, for \$400.00
APRIL 14, 1898, for \$1,920.00
APRIL 27, 1898, for \$425.00
APRIL 28, 1898, for \$28.25
MAY 19, 1898, for \$400.00
MAY 31, 1898, for \$4,320.00
JULY 15, 1898, for \$735.00
JULY 21, 1898, for \$915.00
AUGUST 9, 1899, for \$28.85
SEPTEMBER 2, 1898, for \$21.00
OCTOBER 8, 1898, for \$10.75
OCTOBER 24, 1898, for \$1,277.28
APRIL 25, 1899, for \$170.00
MAY 2, 1899, for \$36.20
JULY 11, 1899, for \$973.50
APRIL 28, 1899, for \$699.00
AUGUST 7, 1899, for \$688.00
AUGUST 15, 1899, for \$174.75
AUGUST 25, 1899, for \$688.00



UNITED STATES CRUISER

A UNITED STATES WARSHIP that is enshrined in our hearts and memories is the battleship "Maine," that was destroyed in the harbor of Havana, Cuba. Her set of band instruments was made by us, and that it was accepted by the U. S. Government was due to the exceeding care and fine workmanship we used in making it. Therefore, it is with pride that we point to the contract here printed by us under that of the "Maine," that is past and gone. The new "Maine" is a warship conceded to be the superior of the first of that name, and to

manufacture a set of band instruments worthy of her, was a task requiring the most careful and intelligent skill. That not all band instrument makers are capable of satisfying the rigorous demands of the U. S. Government experts is a well-known fact, and that we can show such a long list of contracts, emphasized by this latest

one for the new "Maine," is a coincidence that perhaps will never occur again. We are proud of the fact that our instruments are in use on so many of our warships; still more proud that we have been selected to provide the band instruments for the new "Maine." All customers who purchase the J. W. Pepper Premier—Own Make—Band Instruments get exactly the same quality as we supply to the U. S. Government. Our years' of experience and that our goods are exactly as represented, is a guarantee that confidence in us can never be misplaced.

All Selections on this page are Brand New Arrangements by that celebrated writer Mackie-Beyer. They are from our new 20th Century Journal and are up-to-date. Overtures and Selections are 9x12 inches.

WE ALLOW 25 PER CENT. DISCOUNT ON MUSIC IN THE TWENTIETH CENTURY JOURNAL

SELECTION—SONGS OF GERMANY

Arranged by Mackie-Beyer
In this arrangement Mackie-Beyer has undoubtedly made the best Selection of Songs from the Fatherland. Only the most popular of German Songs are used and we feel sure that our efforts will be appreciated by the German people.

THIS SELECTION CONTAINS THE FOLLOWING POPULAR GERMAN MELODIES:
"Bundelied," "Die Auserwählte," "Schler Dreissig Jahre," "Es war ein Koenig In Thule," "Deutsches Weiblied," "Front euch des Lebens," "Es war ein Koenig In Thule," "In einem kuehlen Grunde," "Bekraent mit Laub," "Da streiten sich die Leut herum," "Es-igen drei Buerse," "Ch'mmt a vogerl gefogel," "Das zerbrochene Ringlein," "Loreley," "Ich bin der Doctur Eisenbart," "Im Wald und auf der Heide," "Bruderlein 'ein," "Ach wie ist's moeglich dann," "Du du liegst mir im Herzen," "Die Waecht am Rhein."

Brass and Reed Band, 32 parts, \$2.00.
Including Oboe, Bassoon and Saxophone Quartette; also Baritone, 1st and 2d Tenors (or Trombones) in both Bass and Treble Clefs.

Orchestra, 10 parts, \$1.00, 14 parts, \$1.25; Full Orchestra, \$1.50.
Violin, Cornet and Piano, 50c.; Piano Acc., 30c.; Violin and Piano, 40c.

JUST PUBLISHED Recollections of Stephen Foster OVERTURE

Arranged by Mackie-Beyer
This Overture contains the following well-known popular melodies:
"Oh! Susanna," "Old Dog Tray," "Nelly Bly," "We Are Coming, Father Abram," "My Old Kentucky Home," "Oh, Boys, Carry Me 'Long," "Beautiful Dreamer," "King, Ring de Banjo," "Uncle Ned," "Turn Not Away," "Old Black Joe," "Owning to Run All Night."

PRICES
Brass and Reed Band, 32 parts, \$1.50.
Including Oboe, Bassoon and Saxophone Quartette; also Baritone, 1st and 2d Tenors (or Trombones) in both Bass and Treble Clefs.

Orchestra, 10 parts, 75 cts., 14 parts, 90 cts.; Full Orchestra, \$1.10.
Piano Accompaniment, 20 cts.

Violin, Cornet and Piano, 40 cts. Violin and Piano, 30 cts.

THE MOST POPULAR OF IRISH OVERTURES Sons of Erin—Irish Overture

Arranged by F. Beyer
This Medley Overture contains the following beautiful melodies of the Isle of the Shamrock arranged in an artistic manner by the above well-known writer:
"Come Back to Erin," "Last Rose of Summer," "The Wearing of the Green," "Off in the Stilly Night," "Kerry Dance," "Cru-keen Lawn," "Kathleen Mavourneen," "St. Patrick's Day," "Moll Roone."

Brass and Reed Band, 32 parts, \$1.50.
Including Oboe, Bassoon and Saxophone Quartette; also Baritone, 1st and 2d Tenors (or Trombones) in both Bass and Treble Clefs.

Orchestra, 10 parts, 75 cts., 14 parts, 90 cts.; Full Orchestra, \$1.10.
Piano Accompaniment, 20 cts.

Violin, Cornet and Piano, 40 cts. Violin and Piano, 30 cts.

A HIGH BALL—Medley Overture

Arranged by F. Beyer
Introducing the following popular
Song Hits by Chas. K. Harris
"Hello, Central, Give Me Heaven," "My Gal from New Orleans," "The Star and the Flower," "Ma Li Hung Chinese Queen," "She's a Queen," "The Mobile Prince."

PRICES
Brass and Reed Band, 32 parts, \$1.50.
Including Oboe, Bassoon and Saxophone Quartette; also Baritone, 1st and 2d Tenors (or Trombones) in both Bass and Treble Clefs.

Orchestra, 10 parts, 60 cts., 14 parts, 80 cts.; Full Orchestra, \$1.00.
Piano Accompaniment, 15 cts.

Violin, Cornet and Piano, 30 cts. Violin and Piano, 25 cts.

ODDS AND ENDS—MEDLEY LANCERS

Arranged by F. BEYER
Introduces the following
Popular Hits
"What is a Home Without Love," "You're the Only One," "The Tin Gee-Gee," "I'll Be an Old Man's Darling, Not a Young Man's Slave," "One Night in June," "Molly, Come Drive the Cows Home," "I Ain't Seen No Messenger Boy," "Honey, I Do Love You," "A Little Bit Off the Top," and "The Mick Who Threw the Brick."

PRICES
Orchestra, 10 parts, 60 cts.; 14 parts, 80 cts.; Full Orchestra, \$1.00.
Piano Accompaniment, 15 cts.

Violin, Cornet and Piano, 30 cts. Violin and Piano, 25 cts.

Southern Melodies—Plantation Songs

Arranged by Mackie-Beyer
We do not know of a selection of any kind that is more appreciated by lovers of music than a good medley of Plantation Songs. There seems to be something enchanting about the melodies that captivates the audience, and is always sure of an encore. Mackie-Beyer's selection of Southern Melodies contains all the old favorites and the arrangement cannot be surpassed.

The Selection Contains the Following Popular Melodies:
"Kemo Kimo," "Ring, Ring de Banjo," "Arkansas Traveler," "De Boatman's Dance," "Carry de News," "High Daddy," "Massa's in the Cold Ground," "Old Folks at Home," "Nigger Neber Die."

Brass and Reed Band, 32 Parts, \$1.50.
Including Oboe, Bassoon and Saxophone Quartette; also Baritone, 1st and 2d Tenors (or Trombones) in both Bass and Treble Clefs.

Orchestra, 10 parts, 60 cts., 14 parts, 80 cts.; Full Orchestra, \$1.00.
Piano Accompaniment, 15 cts.

Violin, Cornet and Piano, 30 cts. Violin and Piano, 25 cts.

SCOTCH MELODIES—Medley Overture

Arranged by Mackie-Beyer
A Collection of Songs from the Land of the Bonnie Highlander Arranged in a Most Harmonious and Attractive Manner

This Overture contains the following well-known melodies:
"Charlie is My Darling," "Robin Adair," "Rob Roy," "There's Nae Luck About the House," "Mary of Argyll," "Kinlock of Kinlock," "Blue Bells of Scotland," "Rob Roy MacGregor O''," "Ye Banks and Braes o' Bonnie Doon," "Money Musk," "Strathspey—Fling," "Campbells Are Coming," "Auld Lang Syne."

Brass and Reed Band, 32 parts, \$1.50.
Including Oboe, Bassoon and Saxophone Quartette; also Baritone, 1st and 2d Tenors (or Trombones) in both Bass and Treble Clefs.

Orchestra, 10 parts, 75 cts., 14 parts, 90 cts.; Full Orchestra, \$1.10.
Piano Accompaniment, 20 cts.

Violin, Cornet and Piano, 40 cts. Violin and Piano, 30 cts.

Selection—OUR NATION

Arranged by F. Beyer
A new arrangement of popular patriotic airs containing the following well-known melodies:
"Hail Columbia," "My Old Kentucky Home," "Hail to the Chief," "America," "Red, White and Blue," "Star Spangled Banner," "Dixie," "The Girl I Left Behind Me," "Yankee Doodle."

PRICES
Brass and Reed Band, 32 parts, \$1.50.
Including Oboe, Bassoon and Saxophone Quartette; also Baritone, 1st and 2d Tenors (or Trombones) in both Bass and Treble Clefs.

Orchestra, 10 parts, 60 cts., 14 parts, 80 cts.; Full Orchestra, \$1.00.
Piano Accompaniment, 15 cts.

Violin, Cornet and Piano, 30 cts. Violin and Piano, 25 cts.

ALL TO THE GOOD—Medley Overture

Arranged by F. Beyer
INTRODUCING THE FOLLOWING SONG HITS:
"Good Morning, Carrie," "Baby Mine," "My Carolina Caroline," "By the Dreamsy Susquehanna Long Ago," "Sadie Moore," "My Moonbeam Babe," "Love Me, Love Me Honey, Do," "The Song of the Lighthouse Bell."

PRICES
Brass and Reed Band, 32 parts, \$1.50.
Including Oboe, Bassoon and Saxophone Quartette; also Baritone, 1st and 2d Tenors (or Trombones) in both Bass and Treble Clefs.

Orchestra, 10 parts, 60 cts., 14 parts, 80 cts.; Full Orchestra, \$1.00.
Piano Accompaniment, 15 cts.

Violin, Cornet and Piano, 30 cts. Violin and Piano, 25 cts.

JUST FOR FUN—Medley Lancers

Arranged by F. Beyer
Introducing the following
Song Hits by Chas. K. Harris
"For Old Times Sake," "Hello, Central, Give Me Heaven," "I've a Longing in My Heart for You, Louise," "My Indian Hannah," "The Tie That Binds," "The Star and the Flower," "Ma Li Hung Chinese Queen," "She's a Queen."

PRICES
Orchestra, 10 parts, 60 cts., 14 parts, 80 cts.; Full Orchestra, \$1.00.
Piano Accompaniment, 15 cts.

Violin, Cornet and Piano, 30 cts. Violin and Piano, 25 cts.

The Best Is the Cheapest---the Cheapest Seldom the Best



Our Uniforms are MADE TO MEASURE, not furnished from ready-made stock "braided over." We employ NONE BUT HIGH-GRADE Military Cutters and Tailors, and FURNISH EACH GARMENT WITH THE UNION LABEL

HARRIS MILITARY BAND

Cleveland, Ohio, May 4, 1902.

Fechheimer Bros.,
Gentlemen:—In regard to the uniforms I want to say I have been in the music business for 25 years and have traveled all over the country as a professional musician, and I can honestly say the uniforms purchased of you are best in workmanship, material and finish that I have ever purchased, and I cheerfully recommend Fechheimer Bros. as the manufacturers of the finest uniforms in the country at the most moderate prices. Thanking you for your promptness in filling order, and assuring you of our everlasting good will, I remain

OLIVER P. HARRIS,
Bandmaster.

STYLE 262

A request will bring you Catalogue No. 60, with samples.

THE
FECHHEIMER BROS. CO.,
CINCINNATI, OHIO.

Gobierno De Puerto Rico
POLICIA INSULAR
Cuartel General J. Arthur Meyer, L. & P. I. P. SAN JUAN, PUERTO RICO, June 6th, 1902.

W. STOKES KIRK:
Dear Sir—Enclosed you will please find two Post Office orders for the sum of \$125.00 in payment for the 30 uniforms purchased from you for the Band of the Insular Police, of Puerto Rico, at the same time am pleased to inform you they give entire satisfaction.

Very truly yours,
J. ARTHUR MEYER,
1st Lieut. and Paymaster, Insular Police.

WE ARE THE LARGEST BAND SUPPLY HOUSE FOR READY-MADE UNIFORMS IN THE WORLD
W. STOKES KIRK, 1627 N. 10th St., Philad'a.
CATALOGUES FREE TO ALL

Langey's Tutors REDUCED TO 50 CENTS.

The celebrated tutors by Otto Langey are so well known to all musicians that a description of them is not necessary. Our edition has been thoroughly revised and we consider the J. W. Pepper Edition of Langey's Celebrated Tutors the most complete on the market. These Methods are generally sold for 75 cents or \$1.00. Our price for the next 30 days will be 50 cents for the following:

- LANGEY'S TUTORs
- Violin,
 - Flute,
 - Cornet,
 - Baritone,
 - Clarinet,
 - Eb Bass,
 - Slide Trombone,
- REGULAR PRICE, 75 CENTS

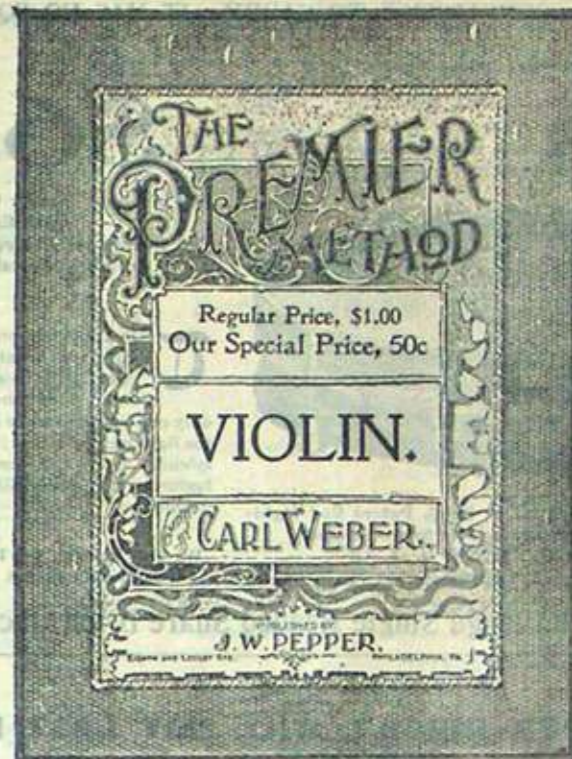
REDUCED PRICE **50 Cents**

TEACHERS AND SCHOLARS NOTICE!

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Standard Text Books

Premier Methods NOW READY



- Cornet
- Eb Alto
- Bb Tenor, Bass Clef
- Bb Tenor, Treble Clef
- Bb Tenor Slide Trombone, Bass Clef
- Bb Tenor Slide Trombone, Treble Clef
- Bb Baritone, Bass Clef
- Bb Baritone, Treble Clef
- Bb Bass, Bass Clef
- Bb Bass, Treble Clef
- Eb Bass
- Clarinet
- Flute
- Piccolo
- Violin
- Viola
- Violoncello
- Double Bass
- Guitar
- Mandolin
- Banjo
- Saxophone
- Oboe (Hautboy)
- Bassoon
- French Horn
- Drums, Fife, Tympani, Orchestra Bells, and Xylophone
- Piano
- Reed Organ

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ALL INSTRUMENTS
REGULAR PRICE, \$1.00
Our Special Price, 50 Cents

Get a Copy of Our Complete Catalogue
MAILED FREE. SEND FOR ONE.
J. W. PEPPER, 8th and Locust Sts., Philadelphia

The CINCINNATI REGALIA CO. BAND UNIFORMS and EQUIPMENTS



Special Offer
Style D 23 Complete, including Coat, Trousers and Cap, with Straight or Falling Visor.

- BLUE { MADE OF OUR } Net \$7.50
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- DARK RED { BUCKEYE CLOTH }
- WHITE DUCK UNIFORM, D 23 Trimm'd in White or Black Net \$3.85
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FREE. FREE. FREE.

Send us the name of the Band, and the name of the Leader or Secretary and we will mail you free Our New Handsomely Illustrated Fashion Plate of Band Uniforms, U.P.-TO-DATE STYLES.

Our Folder No. 425, tells all about our New Buckeye Cloths. Made especially for Band Uniforms. Free for the asking.

ASK FOR OUR BUCKEYE OFFER
No Second-hand Uniforms or Ready-made Stock. Everything New.
We have finer cloths and 50 styles to select from.

Address,
THE CINCINNATI REGALIA CO. Fourth and Central Ave., CINCINNATI, OHIO.

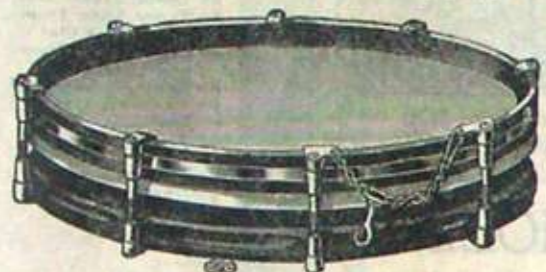
J. W. P. Challenge Single Headed Snare Drum

SHARP, CLEAR TONE WITH EXTRAORDINARY RESONANCE. QUICKLY RESPONDS TO THE TOUCH. CONVENIENT TO CARRY. IT HAS NO EQUAL FOR THEATRICAL AND CONCERT USE.

Light Weight—3 lbs. Durable. Good Workmanship. Unique, Useful and Artistic. Elegant Appearance.

TWO SIZES:

Size, 15½ inches, 3 inch Shell, not including Hoop.
Size, 14 inches, 3 inch Shell, not including Hoop.



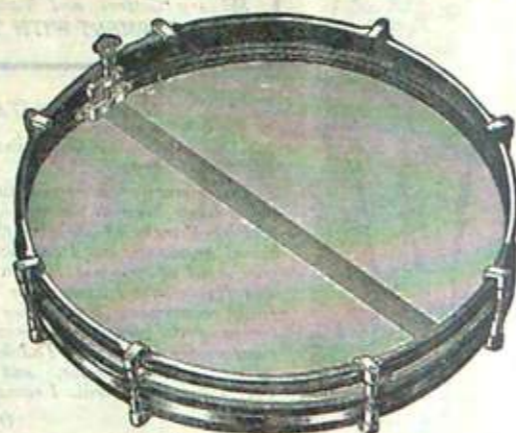
Venered Hoop, Inlaid German Silver Band, Patent Rod Tighteners, Patent Independent Adjustable Snare Strainer, Best Selected Quality Calfskin Head, All Nickel Plated Trimmings.

\$6.50

Pair of Finest Quality Rosewood Sticks Included with Each Drum. The Drums are Equipped with the Patent Independent Adjustable Snare Strainers.

THE Challenge Single Headed Snare Drum is especially useful to drummers who are traveling with theatrical or opera companies, circuses, or other organizations, as having only one head it can be easily packed in trunk; also the light weight makes it much easier to carry. The splendid, sharp, clear tone is an especially desirable feature which alone will win the admiration of all drummers.

We Can Furnish for This Drum a Stiff Canvas Case, with Pocket for Sticks, for \$3.00.



Reverse Side, Showing Inside of Drum. Patented January 23, 1900. Canadian Patent, February 27, 1900.

PRICE: J. W. P. Challenge Single Headed Snare Drum, including Pair of the Finest Quality Rosewood Sticks (x), \$6.50.

ORDER QUICK! WILL NOT LAST LONG

ONLY **63** HILLYARD INSTRUMENTS ARE LEFT

These instruments were manufactured by W. Hillyard, London, Eng. We sold thousands of these instruments, but as the manufacturer retired from business we had to discontinue the sale of them. They are French piston, and are guaranteed for workmanship, tune and tone. As we do not catalogue them regularly, we will sell them less than cost to get rid of them.

	Regular Catalogue Price	Our Out Price
2 Eb Cornet, Courtois Model, Brass,	\$22 13	\$ 8 50
1 Eb Cornet, Pocket Model, Brass,	29 71	12 25
6 Bb Cornet, Besson Model, Single Water Key, Brass,	21 09	8 50
7 Bb Cornet, Courtois Model, Double Water Key, Brass,	27 20	10 38
7 Eb Alto, Bell Front, Brass,	32 26	11 13
6 Eb Alto, Bell Upright, Brass,	32 26	11 13
4 Bb Tenor, Bell Upright Brass,	34 48	13 00
4 Bb Baritone, Bell Upright, Brass,	37 54	15 05
2 Bb Bass, Bell Upright, Brass,	40 00	16 57
3 Eb Bass, Bell Upright, Medium, Brass,	58 05	21 63
2 Eb Bass, Bell Upright, Large, Brass,	63 02	23 13
6 Bb Tenor Valve Trombone, Long Model, Brass,	40 48	17 65
9 Bb Tenor Slide Trombones, Brass,	16 65	6 98
1 Ballad Horns, Bb with C Crook, Brass,	53 36	20 88
3 Circular Alto, Eb, Brass,	33 60	12 10

Kail's Celebrated Lip Ointment

CURES SORE LIPS. HARDENS THE EMOUCURE. Warranted Not to Contain Any Injurious Substances. Simple, Clean and Curative.

We, at first, took the sole agency for the United States, advertised the ointment, and found that it gave the best of satisfaction to all purchasers—in fact, that it would do all and even more than the inventor claimed, but the sale became so large and it gave such universal satisfaction that we bought the recipe.

There is nothing better for sore lips; it quickly cures chapped lips; it hardens the lips and allows more practice; it is certain and pleasant; it is unquestionably the best article of this kind in the market.

Medium size box, postpaid, to any address (A) Per Box \$ 25
Large size box postpaid, to any address (B) Per Box \$ 50



OUR NEW MODEL BAND LAMP

The Neatest, Strongest, Best and Most Attractive Band Lamp in the Market.



Filled with Coal Oil, this Desirable Lamp will Give a Steady Light for Six Hours.

Comparison with any other lamp in the market will at once show the many points of superiority of our "New Model." By an ingenious arrangement of the burner, any overflow of oil will run back into the lamp, instead of on the clothing. In addition to it being the best, it is also the cheapest lamp in the market. They are handsomely nickel plated and finished in an attractive style.

REDUCED PRICES: Complete, nickel plated, including socket (D) Each \$ 25
Complete, nickel plated, including socket (D) Dozen 2 75

NOTE—Single lamp, as sample, will be mailed to any address, upon receipt of 25 cents. When ordered by the dozen, or more, we send by express.

Our Special Price, Each, 19 Cents; Per Dozen, \$2.20.

SOUSA AND HIS BAND PLAYS

SIZILIETTA

THE BIGGEST HIT OF THE SEASON

SIZILIETTA.

FRANZ VON BLON.
Arr. by Wm. F. KRETSCHMER.

Solo B^b Cornet.



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The above piece for Brass and Reed Band, 22 Parts, \$1.00—including Oboe, Bassoon and Saxophone Quartette, also Baritone, 1st and 2d Tenors in both Bass and Treble Clefs.
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 - 4 MOSAIC—"In the Realm of the Dance" Sousa
 - 5 TROMBONE SOLO—"Love's Enchantment" Pryor
MR. ARTHUR PRYOR
 - 6 NOCTURNE—"Kammenof Ostrow" Rubinstein
- INTERMISSION
- 7 FANTASTIC MEDLEY—"The Band Came Back" Sousa
 - 8 VIOLIN SOLO—"Caprice de Concert" Musin
MISS GRACE COUNTRYSY JENKINS
 - 9 (a) "SIZILIETTA" (new) F. von Blon
(b) MARCH—"Imperial Edward" (new) Sousa
(Dedicated by special permission to His Gracious Majesty,
EDWARD VII)
 - 10 PATRIOTIC SONG—"The Star Spangled Banner" Arnold

WASHINGTON PARK-ON-THE-DELAWARE

JUNE 30th, 1902.
SIG. PEPPER.
I called at your store a few days ago and selected a number of pieces from your 20th Century Journal and find that the arrangements compare with the best of the foreign and American arrangements used by my band. In "Sizilietta" you have a gem. I play this piece almost nightly and always have to play it again. The Bell Solo at the finish is always sure to catch the public.
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STEEL PIER, ATLANTIC CITY, N. J.

JULY 15, 1902.
MR. PEPPER.
Dear Sir—I must congratulate you on the Hit of the Season, "Sizilietta," by Franz von Blon. It's a beauty.
Yours truly,
SAML. KENDLE,
1st Reg't Band, N. G. P.

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Vol. XVIII.

J. W. PEPPER, Publisher.

PHILADELPHIA, PA.

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No. 205.

TRAGIC FATE OF DR. THIRDLY.

Old Doctor Thirldy was a crank
Of fierce dogmatic gait,
Who probed, dissected and reviled
The modern trend of style,
And on the progress of to-day
Poured fierce forensic bile.

For he had long held high aloft
The torch of Classic Taste,
And thought by modern thought and trend,
Sweet Music was debased,
For deep within his soul he loathed
All changes from the Chaste.

One dreamy day in early June
Old Doc or Thirldy strayed
At random through umbragous lanes,
With flowering carpets laid,
Where, far from vulgar noise, he found
New themes in sun and shade.

And soon his classic ears were filled
With sounds that stirred anew
The aspirations of his soul,
And brought to mental view
A dainty player of the kind
His youthful fancies knew.

And Doctor Thirldy paused to hear
The skillful player play,
And felt again the throbbing thrill
Of some sweet early day
When she had played that self-same theme
Who long had passed away.

He paused to list'n, and the tears
Of merr'y dimmed his eyes—
The music brought the vanished years,
With youth's fair sunlight skies,
And in his heart what seems now dead,
In quaint perfection rises!

Then Doctor Thirldy wakes again,
But cannot bear to go
Until he sees the dainty maid
Whose music thrills him so:
He boldly knocks upon the door,
And enters, bowing low.

"I've called," he said, and then he stopped,
His eyes fixed straight ahead
To where the Automatic Player played,
With fierce and steady tread!
And when the coroner arrived,
He found the Doctor dead.—Musical Courier.

A LITTLE TALK ABOUT THE SIDE DRUM.

The important part played by this instrument in all band and orchestra arrangements, makes a short discussion as to its use and treatment most advisable; particularly as its proper employment and the careful execution of its part is so often neglected by both leaders and players and allowed to appear more in the nature of a simple noise-maker than as a valuable addition to our regulated instrumental forces.

There is no doubt, remarks a competent authority on the subject, about the finish that a good side-drummer gives to a band. Be it a selection, a waltz, galop or march, it is all the same, for none of them are complete without the roll and the rattle of the side-drum. When a band is on the street ready to play, the half-a-dozen steps that are taken to the smart rolling of a good side-drummer put life into everybody. The players throw back their shoulders and take a more jaunty step, and the onlookers' attention is attracted in such a way as no other sound can attract; they are compelled to listen. And then, when the band strikes up, how the side drum revels in the music! From the opening bar, with its massive volume of tone, to the soft piano of the first strain, and on to the bass solo—ah, who has not heard it all by a good band and a good drummer? And who has not turned to his neighbor, after the troop has swept past, with the remark:—"By jove, they've

got a good side-drummer in that band!" The writer was in a band-room not long ago where the band was hard at work on a descriptive piece. The crowd in the streets, the tramp of armed men, and the fond good-byes, all could be heard, for it was a good band. And soon came the life on the ocean. "Rocked in the Cradle of the Deep" and "The Sailor's Hornpipe" followed each other in rapid succession, after which came the storm, without which no descriptive piece is perfect. It was a heavy storm, too. The swish of the water as it struck the sides of the vessel, and the howling of the wind in the rigging were unmistakable, but the full fury of the blast was lost because the poor fellow on the side-drum lacked the touch that denotes a good player. Instead of the close rapid rolls that can scarcely be distinguished, we could only hear a series of broken beats that sounded like a lame horse galloping over a paved street; and instead of the storm dying away in that rambling manner in which all decent storms should die away, we were given a few bumpy thumps by the side-drummer, which gave the impression that the storm had suddenly gone around the corner into the next street, where the buildings cut the sound completely off.

Now it was not entirely the fault of the chap on the drum that this was so, it was mostly the bandmaster who was to blame—and it is nearly always the same with all bandmasters; hours are spent over the bass, euphonium or cornet players, where seconds are not given to the side-drummer. He may get an occasional show on a march or galop, but there are whole nights spent in the band-room when he does not get five minutes practice. This should not be so. The drummer should have a chance, and as good a chance as any other player in the band. If he is not worth it, he ought to be told, in order not to waste his time.

From the above, the impression should not be formed that the side-drum ought to be kept a-going all the time, far from it; but every part that is written for the drum should be practiced when the band practices. If the noise of the drum is not wanted in the room a substitute can be easily gotten. Any bandmaster can surely devise a way in which he can secure practice for his drummer.

At any rate side-drummers should be given every opportunity to practice their parts, and if this would be followed out, we would get good side-drummers instead of the many "apologies" for them, we meet with now-a-days.

B. F. Caley, Sugar Grove. The Cornet sent you for repairs is here and I am more than pleased. I also think the Premier Cornet Instructor you sent is just what I wanted. I am also satisfied with your charges, for I think you were generous to the cornet. It is as good as a new one.

J. W. Burbee, Danby. I have used your J. W. P. Premier Snare Drum for several months and have found it all you recommend it to be.

James Kelley, Salida. The Violin Case that you sent me arrived in due time, and I can say that I am well pleased with it. I think it is as neat and strong as they can be made.

Nobody's work about a big circus or traveling tent show is easy. Where stays of a week or so are made it may ease up somewhat, but on the road the rule for everybody almost is hard work, and no lack of it. Even the artists are not exempt from taking a hand in the mechanical laboring and transportation department. The acrobats, the clowns or riders' duties do not end with their two daily ring performances. They are expected to lend a helping hand wherever it may be required, although as a rule in the well organized combinations, these extra requirements are marked out for them at the beginning of the season, and except in cases of extreme urgency they are not called upon to go beyond them.

Wm. McPhee, Wick Haven. The Instruments which I ordered of you came O. K. and we are very much pleased with them. The men are all proud of their instruments, and if we are in need of any more instruments soon J. W. Pepper will get our order.

Wm. C. McKinney, Burns. Received Horn in good condition and gives entire satisfaction. It has the clearest and sweetest tone of any horn I have heretofore used.

F. C. Childs, Satank. Violin Bow received in good shape and consider it an excellent one for the price paid. Have also received copies of the Piano Music Magazine. It is a wonder how you can publish so much good music for the price you ask. Will send subscriptions soon.

F. W. Libby, Lewiston. The set of Band Books bought of you are all right and for price and quality cannot be beat, so we thought as long as your goods prove all right we would give you our trade.

Advertisements are not unknown on theatre curtains in America, but abroad these latter apparently have adaptability for bulletin boards. In a Berlin house, when Coquelin was there, a big notice attached to the curtain announced to the audience that Emperor Wilhelm had written to the French artist, expressing his great admiration for his work.

Chas. E. Herr, Lock Haven. I have been playing with your "Munch Mouthpiece," that I bought of you, for some time, and am well pleased with it.

Vincent W. Kaladzki, Fort Sheridan. The Trumpet received O. K. I don't think that there is any other instrument in the market that can produce as sweet and clear a tone as the one I am using from your house.

R. Scharf, Barron. The Surprise Cornet which I got from you some time ago is all right and far better than I dreamed of. The tone is fine and the tune is perfect.

G. S. Kyle, Turtle Creek. Duerer Violin and Case received O. K. and am well pleased with same. Would not take double the amount I paid for it. I can recommend your house to any one in need of a good instrument at a low price.

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Solo B♭ Cornet. (MIT MUTZ UND KRAFT.) FRANK VON BLOK. Arr. by Wm. F. Kretschmer.

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Solo B♭ Cornet. TOM CLARK.

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MESANGE MAZURKA.

Solo B♭ Cornet. GABRIEL-MARIE. Arr. by Mackie-Beyer.

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RICH AND POWERFUL MARCH.

Solo B♭ Cornet. DOMINIK ERTL. Arr. by Wm. F. Kretschmer.

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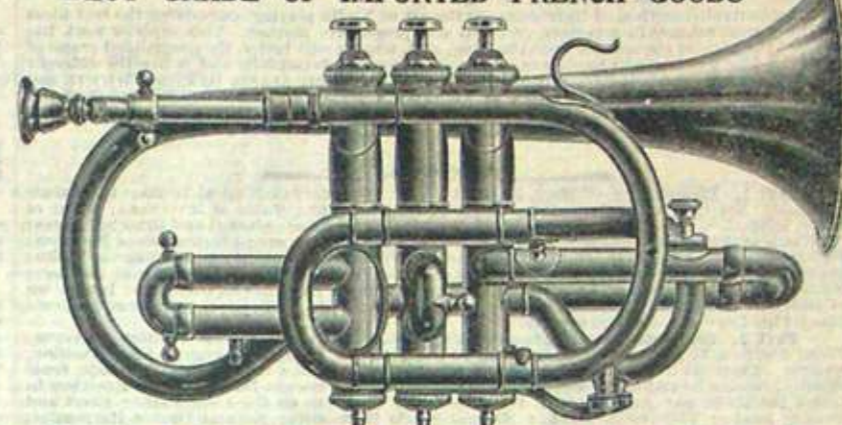
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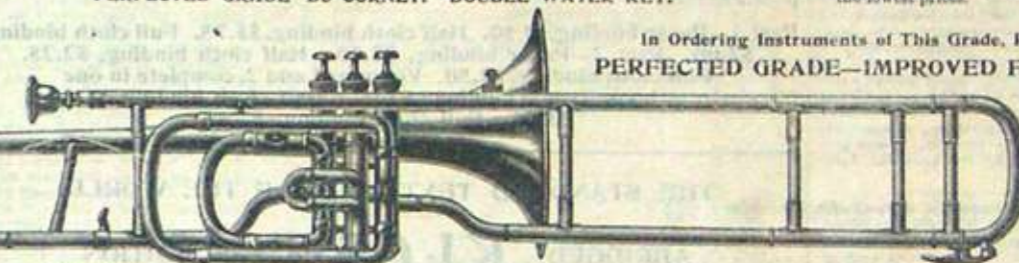
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2040	E♭ Cornet—Pocket Model, Finish 5	(D)	26 75	2054	E♭ Alto—Bell Upright, Finish 2	(D)	21 65	2126	B♭ Bass—Bell Upright, Monster Finish 2	(D)	162 90	2144	B♭ Tenor—Slide Trombone, Finish 6	(D)	30 55
2041	E♭ Cornet—Pocket Model, Finish 6	(D)	27 75	2055	B♭ Alto—Bell Upright, Finish 1	(D)	31 65	2127	B♭ Bass—Bell Upright, Monster Finish 3	(D)	93 40	2145	B♭ Tenor—Slide Trombone, Finish 1	(D)	15 00
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2043	B♭ Cornet—Besson Model, Single Water Key, Finish 2	(D)	15 20	2057	B♭ Alto—Bell Upright, Finish 3	(D)	31 65	2129	B♭ Bass—Bell Upright, Monster Finish 5	(D)	102 40	2147	B♭ Tenor—Slide Trombone, Finish 3	(D)	18 25
2044	B♭ Cornet—Besson Model, Single Water Key, Finish 3	(D)	20 70	2058	B♭ Alto—Bell Upright, Finish 4	(D)	33 65	2130	B♭ Bass—Bell Upright, Monster Finish 6	(D)	109 40	2148	B♭ Tenor—Slide Trombone, Finish 4	(D)	20 25
2045	B♭ Cornet—Besson Model, Single Water Key, Finish 4	(D)	21 70	2059	B♭ Alto—Bell Upright, Finish 5	(D)	36 65	2131	B♭ Bass—Bell Upright, Monster Finish 1	(D)	118 85	2149	B♭ Tenor—Slide Trombone, Finish 5	(D)	22 25
2046	B♭ Cornet—Besson Model, Single Water Key, Finish 5	(D)	23 70	2060	B♭ Alto—Bell Upright, Finish 6	(D)	38 65	2132	B♭ Bass—Bell Upright, Monster Finish 2	(D)	121 85	2150	B♭ Tenor—Slide Trombone, Finish 6	(D)	24 25
2047	B♭ Cornet—Besson Model, Single Water Key, Finish 6	(D)	24 70	2061	B♭ Tenor—Bell Upright, Finish 1	(D)	22 90	2133	B♭ Bass—Bell Upright, Monster Finish 3	(D)	128 85	2151	B♭ Tenor—Slide Trombone, Finish 1	(D)	15 00
2048	B♭ Cornet—Courtois Model, Double Water Key, Finish 1	(D)	117 10	2062	B♭ Tenor—Bell Upright, Finish 2	(D)	25 90	2134	B♭ Bass—Bell Upright, Monster Finish 4	(D)	134 85	2152	B♭ Tenor—Slide Trombone, Finish 2	(D)	16 25
2049	B♭ Cornet—Courtois Model, Double Water Key, Finish 2	(D)	18 60	2063	B♭ Tenor—Bell Upright, Finish 3	(D)	28 90	2135	B♭ Bass—Bell Upright, Monster Finish 5	(D)	141 85	2153	B♭ Tenor—Slide Trombone, Finish 3	(D)	18 25
2050	B♭ Cornet—Courtois Model, Double Water Key, Finish 3	(D)	21 10	2064	B♭ Tenor—Bell Upright, Finish 4	(D)	31 90	2136	B♭ Bass—Bell Upright, Monster Finish 6	(D)	148 85	2154	B♭ Tenor—Slide Trombone, Finish 4	(D)	20 25
2051	B♭ Cornet—Courtois Model, Double Water Key, Finish 4	(D)	23 10	2065	B♭ Tenor—Bell Upright, Finish 5	(D)	34 90	2137	B♭ Bass—Bell Upright, Monster Finish 1	(D)	156 85	2155	B♭ Tenor—Slide Trombone, Finish 5	(D)	22 25
2052	B♭ Cornet—Courtois Model, Double Water Key, Finish 5	(D)	25 10	2066	B♭ Tenor—Bell Upright, Finish 6	(D)	37 90	2138	B♭ Bass—Bell Upright, Monster Finish 2	(D)	164 85	2156	B♭ Tenor—Slide Trombone, Finish 6	(D)	24 25
2053	B♭ Cornet—Courtois Model, Double Water Key, Finish 6	(D)	27 10	2067	B♭ Baritone—Bell Upright, Finish 1	(D)	43 50	2139	B♭ Bass—Bell Upright, Monster Finish 3	(D)	172 85	2157	B♭ Tenor—Slide Trombone, Finish 1	(D)	15 00
2054	B♭ Cornet—Pocket Model, Finish 1	(D)	118 35	2068	B♭ Baritone—Bell Upright, Finish 2	(D)	46 50	2140	B♭ Bass—Bell Upright, Monster Finish 4	(D)	180 85	2158	B♭ Tenor—Slide Trombone, Finish 2	(D)	16 25
2055	B♭ Cornet—Pocket Model, Finish 2	(D)	19 85	2069	B♭ Baritone—Bell Upright, Finish 3	(D)	49 50	2141	B♭ Bass—Bell Upright, Monster Finish 5	(D)	188 85	2159	B♭ Tenor—Slide Trombone, Finish 3	(D)	18 25
2056	B♭ Cornet—Pocket Model, Finish 3	(D)	24 35	2070	B♭ Baritone—Bell Upright, Finish 4	(D)	52 50	2142	B♭ Bass—Bell Upright, Monster Finish 6	(D)	196 85	2160	B♭ Tenor—Slide Trombone, Finish 4	(D)	20 25
2057	B♭ Cornet—Pocket Model, Finish 4	(D)	25 35	2071	B♭ Baritone—Bell Upright, Finish 5	(D)	55 50	2143	B♭ Bass—Bell Upright, Monster Finish 1	(D)	204 85	2161	B♭ Tenor—Slide Trombone, Finish 5	(D)	22 25
2058	B♭ Cornet—Pocket Model, Finish 5	(D)	27 35	2072	B♭ Baritone—Bell Upright, Finish 6	(D)	58 50	2144	B♭ Bass—Bell Upright, Monster Finish 2	(D)	212 85	2162	B♭ Tenor—Slide Trombone, Finish 6	(D)	24 25
2059	B♭ Cornet—Pocket Model, Finish 6	(D)	28 35	2073	B♭ Baritone—Bell Upright, Finish 1	(D)	30 50	2145	B♭ Bass—Bell Upright, Monster Finish 3	(D)	220 85	2163	B♭ Tenor—Slide Trombone, Finish 1	(D)	15 00
2060	C Cornet—Besson Model, Single Water Key, Finish 1	(D)	115 15	2074	B♭ Baritone—Bell Upright, Finish 2	(D)	33 50	2146	B♭ Bass—Bell Upright, Monster Finish 4	(D)	228 85	2164	B♭ Tenor—Slide Trombone, Finish 2	(D)	16 25
2061	C Cornet—Besson Model, Single Water Key, Finish 2	(D)	16 65	2075	B♭ Baritone—Bell Upright, Finish 3	(D)	36 50	2147	B♭ Bass—Bell Upright, Monster Finish 5	(D)	236 85	2165	B♭ Tenor—Slide Trombone, Finish 3	(D)	18 25
2062	C Cornet—Besson Model, Single Water Key, Finish 3	(D)	22 15	2076	B♭ Baritone—Bell Upright, Finish 4	(D)	39 50	2148	B♭ Bass—Bell Upright, Monster Finish 6	(D)	244 85	2166	B♭ Tenor—Slide Trombone, Finish 4	(D)	20 25
2063	C Cornet—Besson Model, Single Water Key, Finish 4	(D)	23 15	2077	B♭ Baritone—Bell Upright, Finish 5	(D)	42 50	2149	B♭ Bass—Bell Upright, Monster Finish 1	(D)	252 85	2167	B♭ Tenor—Slide Trombone, Finish 5	(D)	22 25
2064	C Cornet—Besson Model, Single Water Key, Finish 5	(D)	24 15	2078	B♭ Baritone—Bell Upright, Finish 6	(D)	45 50	2150	B♭ Bass—Bell Upright, Monster Finish 2	(D)	260 85	2168	B♭ Tenor—Slide Trombone, Finish 6	(D)	24 25
2065	C Cornet—Besson Model, Single Water Key, Finish 6	(D)	25 15	2079	B♭ Baritone—Bell Upright, Finish 1	(D)	48 50	2151	B♭ Bass—Bell Upright, Monster Finish 3	(D)	268 85	2169	B♭ Tenor—Slide Trombone, Finish 1	(D)	15 00
2066	C Cornet—Besson Model, Single Water Key, Finish 1	(D)	26 15	2080	B♭ Baritone—Bell Upright, Finish 2	(D)	51 50	2152	B♭ Bass—Bell Upright, Monster Finish 4	(D)	276 85	2170	B♭ Tenor—Slide Trombone, Finish 2	(D)	16 25
2067	C Cornet—Besson Model, Single Water Key, Finish 2	(D)	27 15	2081	B♭ Baritone—Bell Upright, Finish 3	(D)	54 50	2153	B♭ Bass—Bell Upright, Monster Finish 5	(D)	284 85	2171	B♭ Tenor—Slide Trombone, Finish 3	(D)	18 25
2068	C Cornet—Besson Model, Single Water Key, Finish 3	(D)	28 15	2082	B♭ Baritone—Bell Upright, Finish 4	(D)	57 50	2154	B♭ Bass—Bell Upright, Monster Finish 6	(D)	292 85	2172	B♭ Tenor—Slide Trombone, Finish 4	(D)	20 25
2069	C Cornet—Besson Model, Single Water Key, Finish 4	(D)	29 15	2083	B♭ Baritone—Bell Upright, Finish 5	(D)	60 50	2155	B♭ Bass—Bell Upright, Monster Finish 1	(D)	300 85	2173	B♭ Tenor—Slide Trombone, Finish 5	(D)	22 25
2070	C Cornet—Besson Model, Single Water Key, Finish 5	(D)	30 15	2084	B♭ Baritone—Bell Upright, Finish 6	(D)	63 50	2156	B♭ Bass—Bell Upright, Monster Finish 2	(D)	308 85	2174	B♭ Tenor—Slide Trombone, Finish 6	(D)	24 25
2071	C Cornet—Besson Model, Single Water Key, Finish 6	(D)	31 15	2085	B♭ Baritone—Bell Upright, Finish 1	(D)	31 65	2157	B♭ Bass—Bell Upright, Monster Finish 3	(D)	316 85	2175	B♭ Tenor—Slide Trombone, Finish 1	(D)	15 00
2072	C Cornet—Besson Model, Single Water Key, Finish 1	(D)	32 15	2086	B♭ Baritone—Bell Upright, Finish 2	(D)	34 65	2158	B♭ Bass—Bell Upright, Monster Finish 4	(D)	324 85	2176	B♭ Tenor—Slide Trombone, Finish 2		

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The competent leader, trombone and piano... thoroughly experienced in theater work...

By slide trombone player who is sober and reliable... 22 years of experience...

By bassoon and trombone player married man... would like good steady job...

By first-class snare or bass drummer... have good references...

By local director and conductor of 12 years' experience... played music in string and brass...

By clarinet player; want position as electrician... Right plant in town of from 1,500 to 2,000...

By clarinet player; desire permanent position... in live town; strictly sober...

By good, strong amateur solo cornet player... with a trade, but will work in manufacturing factory...

By first-class director and instructor of band and orchestra... at liberty; up to standard...

By tuba and double bass player; sober and reliable... will buy interest in good paying business...

By flute and violinist player; at liberty; would like engagement with first-class orchestra...

By clarinetist; desire situation in office; draughtsman; graduate in engineering...

By good trombone, baritone, alto, tuba or bass drum player... all have had from two to five years' experience...

Clarinet player, who is sober, would like good location in small town...

First-class conductor of orchestra and band, with extensive experience and reputation...

By Eb bass player; double trap drum in orchestra; at liberty; experienced dry goods man...

At liberty after Sept. 1; double bass and tuba; also first-class drummer; over 10 years experience...

By experienced slide trombone player; at telephone office; am at liberty; all letters answered...

By saxophone player; painter and decorator by trade; wishes steady job in good town...

As band and orchestra leader in some good live town or city; first-class Eb cornet...

By watchmaker and jeweler; would like to locate in good live town of 2,000 or 3,000...

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Good, reliable, sober first violin player who can double in brass; clarinet preferred...

Cigar-makers who are clarinetists; King of 2,000; steady work guaranteed...

Bb clarinetist who is first-class musician; Union cigar-maker; good wages...

Harp player for orchestra who doubles in band; must be Union cigar-maker...

To correspond with bandman who is a blacksmith; an American preferred...

Clarinet or violin player, capable of playing standard music, who will not object to light employment...

Cornet player who can direct band; also clarinet player; can give position in carriage factory...

Bandman who is sober, reliable and understands restaurant business; to buy well-equipped restaurant...

Good opening for painter and paperhanger who is electrician; would like to correspond with bandman...

Bandman; 2 1st Bb cornets, 2 1st Bb clarinets, 1 saxophone, 1 piccolo, 2 allos, 2 slide trombones, 1 baritone, 1 tuba...

Instructor for amateur band, cornet player preferred; steady sit for good, sober teacher at \$15.00 per week...

Good carpenter, who can play either Bb cornet or clarinet; baritone or trombone; must be sober and reliable...

Horn maker, who is a cornet or clarinet player; must be sober, industrious and play standard music...

Barber to locate, who can play solo Bb clarinet, capable of handling music in grade 4...

Bandman, who is blacksmith, to take half interest in shop doing big business; must be strictly sober and reliable...

Two good carpenters, who play cornet and clarinet, in good, lively town of 2,000 population...

Good solo Bb cornet or clarinet and alto players, who are good music clarinet-makers...

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- No. 19 E or 6th, covered on superior quality silk centre (A) Each 13 Dozen 1 50

A. E. Grant, Pentwater. Received the Sample Bb Cornet Parts of the Twentieth Century Band Journal and am very much pleased with them.

Thomas Britton, Cass Lake. Goods shipped from your house arrived in perfect order. The Sterling Violin Bow I received can't be recommended too highly.

Byron Lord, Kegar Falls. The Horn you sent me is all right and a good one, and am well satisfied with it.

The production of piano cases made of glass is a novelty which has been tried successfully in Germany. While they do not possess the resonant qualities of wood, yet they are so cheap in price, and the effects are so novel, that they are destined to win no limited vogue. It appears that piano cases of glass are made in one solid piece and are turned out in about five minutes. This is owing to a new process of blowing glassware by means of compressed air. The process was invented in Pittsburgh nearly twenty years ago but was limited to making bottles and small-sized articles. Paul Sievert of Dresden has improved it and under his process there need be no limit, within reason, to the size of the article made.

The method is simplicity itself. The molten glass is taken from the furnace and placed in a mould which can readily be swung into any desired position. Compressed air is then admitted through a flexible tube which connects with the bottom of the mould. The air pressure is regulated by valves. As soon as the article is finished it is switched into an annealing chamber where it is again heated and then allowed to cool. This toughens it and after the process it is ready for use.—Ex.

Dan McKellar, Rock Valley. The Alto Horn recently sent us is giving very good satisfaction.

Geo. W. Webb, Virginia. The Violin you sent me is all right in every way. The Duerer Violin has a deep, loud tone and sweet.

Albert Kemp, Centreville. Received Cornet and am proud of it. Everything was satisfactory.

J. Will, Holstein. Received Cornet and goods all right. Very much pleased with it, as it is a very nice instrument.

Thos. Sims, Flatonia. The J. W. P. Favorite Caps ordered have given entire satisfaction. They are real nice at so low a price. Thanks for your promptness.

Who so happy, so miserable, so excitable, so calm, so liberal, so unjust, so quick, so impractical, as the musician? A "wienerwurst" and some perforated cheese, washed down with something good, after a concert, have the power to mutilate the eny and ill-humor of a day till good humor and beneficence alone are visible, and his tempest-torn musician's life is serene and fragrant with flowers. That mean trick by which Signor Moderato hoped to deprive him of a young lady pupil, by telling the young lady's parents that he, Monsieur Robusto, had a voice like the butt end of a bayonet, this and much more are forgotten, and it is well for him that he does forget, for the next day records a list of annoyances and displeasures which, to arrange in their order, would tax the ability of a shipping clerk.

Alvis Phillips, Bird Island. The Surprise Cornet which I ordered from you a few days ago I received promptly. The Cornet is a beauty—not only in appearance but also in perfect tune. It also has a rich tone.

J. L. Tullis, Cambridge. I bought an M. Brisson & Cie Bb Cornet, nickel plated double water key, from you some time ago and am very well pleased with it. I never saw an instrument for the price that was as perfect in tone.

D. C. Mather, Atwood. The Premier Snare Drum shipped to me came through all right and am well pleased with it. It's a "hummer" and I can recommend it as being a first-class instrument to all who are in need of a snare drum.

Joachim had been playing at a concert in Manchester. After it was all over he was walking up and down the railway platform enjoying a good cigar, and the consciousness that he had never played better in his life. The cheers of his audience still rang in his ears, and he was full of pleasurable self-satisfaction. A respectable navy, dressed in his Sunday best, kept passing and re-passing, and gazing intently at the great master. Presently he came up to Joachim and asked him for a light. This the musician gave him. Having lit his pipe, he looked Joachim full in the face, and then tapping him with emphasis on the shoulder, he said, "But Paganini was the man." Joachim says he never felt so small in his life.—Music and Musicians.

E. S. Strother, Thomas. Received the Drum Head all O. K. and am very well pleased with it, and am sure I got my money's worth.

J. M. Donnelly, Millintown. The Musical Merchandise I ordered from you came to hand in first-class order. Your Specialty Calfskin Snare Drum Heads are the best I ever handled. Since putting them on our drums they chord exactly and have a perfect tone. I take pleasure in recommending them to leaders of bands and drum corps. Thank you for your promptness in shipping goods.

G. E. Swanger, Saltsburg. Received the Violin; it is a little beauty. I think it is one of the best for the money I have ever tried. I have an order for another one just like it.

W. W. Kinney, Blackfoot. Received the Trombone all O. K., and I am "Surprised"; it is a beauty, perfect in tune and ease of blowing and the plating is elegant.

One of the principal rules of correct violin playing is that the fingers of the left hand should invariably remain upon the strings as much as possible. Nothing is more detrimental to the future development of a violinist than this habit of lifting the fingers from the strings immediately after the taking of a note. In speaking of this matter Courvoisier in his well-known book "The Technique of Violin Playing" remarks: "It is well to cultivate strength and independence in the fingers by lifting them as high as is consistent with the correct position of the hand, and by applying them to the strings with a sharp, audible blow upon the finger board. A finger should never be raised from the string unless it is necessary! This he goes on to say is an important precept, and here is its complement: Whenever it is possible, the tone should be located on the string, and the finger applied in advance of the bow. These two laws are imperative when two tones upon neighboring strings are to be slurred, the slur can be executed purely and smoothly only by retaining the pressure upon the first string and getting the second ready before the bow touches its string. In all these cases obedience to these rules is important, since purity of intonation, dexterity, power and endurance are very materially furthered by their practice.

G. W. Marsh, Florence. I can hardly find words to thank you for your promptness in filling our order for music, which arrived here in the best condition. As for the music itself, it is giving it small praise to say that it is fine—it is simply grand.

J. N. Williams, De Graff. Received the Flute O. K. and thank you for promptness. I am more than pleased with it—I am delighted. For tone and tune it is perfect. We'll not hesitate in sending anyone to you who wishes anything in your line.

Isaiah Woody, Stonegar. Received Instrument and it was in perfect order and gives complete satisfaction and will show it to my friends.

J. W. Guy, Wampum. The Amati Model (No. 1) Violin, three-quarter size, proves a splendid instrument and as loud and musical as any of the full size violins. Am well pleased with it.

T. S. Mooney, Wolf Summit. Some time since I received a Banjo from you and after a good, fair trial will say that it is first-class. I do not see how you can make such an instrument for the money.

H. Spooner, Norfolk. The Snare Drum was received O. K. and am very much pleased with it. It is a better drum than we expected for the money. Thanks for your promptness in filling order.

Thos. E. Magee, Lowell. Your Drums are great. The boys are all satisfied, and the leader says they are best thing that he has heard for some time. Every drum is in good condition, as they all sound as one. They are very neat and attractive and everybody likes them.

Edw. G. Henson, Charles Town. The Goods ordered of you arrived all O. K., and they were entirely satisfactory. For promptness in sending out orders I can certainly vouch for your house, as my goods arrived the day after I sent my letter. In the future should I need anything in your line I will surely give your house the preference.

True it is, music gives us a new life, and to be without that life is the same loss as to be blind, and not to know the infinite blue of the sky, the varied verdure of the trees, or the silver sparkle of the sea. Music is the language of the soul, but it defies interpretation. It means something, but that something belongs not to this world of sense and logic, but to another world quite real, though beyond all definition. How different music is from all the other arts! They all have something to imitate which is brought to us by the senses. But what does music imitate? Not the notes of the lark, nor the roar of the sea; they can not be imitated, and if they are, it is but a caricature.

N. C. Newhouse, Cairo. Received the J. W. P. Challenge Snare Drum and must say it is all that you recommend. Am well pleased with it.

Thomas F. Marshall, Bridge Hampton. The J. W. P. Premier Concert Flute that you made for me I received in first-class condition, and find it a first-class instrument in every respect.

E. B. Spencer, Canandaigua. Received the Cornet and it is satisfactory in every way; am more than pleased with the work.

Bert. Hildreth, Grand Rapids. I bought one of your Second Grade Slide Trombones of you about three years ago and have given it a very severe test. I find it as good as nearly all of the best make of horns in the country. Its tone and action are faultless.

E. L. Fretair, Cohoes. The Cornet received from you sometime ago I find to be as good as any cornet that cost twice the amount you ask for. Am very well pleased with your Twentieth Century Cornet; play in orchestra three nights a week with it, and I think if there was any flaw in it I would have noticed it long ago. Success to the Twentieth Century Cornet.

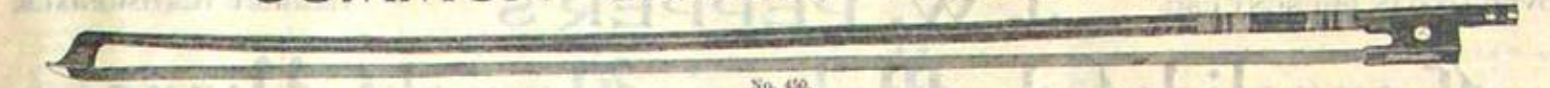
Some idea of the immense numbers of bands existent in England can be formed from the fact that at the review of the Boys' Brigades recently held in London before H. R. H. the Prince of Wales, 13,000 lads were passed in review, and the composition of the parade was twenty-one battalions, each headed by its own band. For the most part these bands are amateur musicians taken from the ranks of each regiment.

Phil. G. Warner, Red Bank. Received the Artist's Solo Cornet and other goods ordered in fine condition and wish to thank you for the prompt manner in which you attended to same.

A. F. Whitney, Randolph Cr. Received the Slide Trombone in good order and am more than pleased with it. It is the best trombone I ever used, and I think it is as good a one as money can buy. I can recommend your instruments to all in need of a horn, both for tune and tone.

A \$3.50 Violin Bow for \$2.50

COMMON SENSE VIOLIN BOW

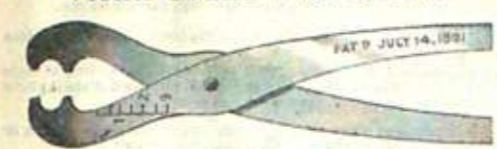


The model of the Common Sense Violin Bow is perfect. The frog and tip of the bow are slanted at an angle which brings the hair surface of the entire bow, flat and smooth upon the strings, in exactly the correct position to enable the player to produce the full strength of tone, while the hand is carried in a natural and graceful position; it places the complete control of the bow and the hair surface within the reach of violinists, while a full, clear volume of tone can be produced with less expenditure of force and in an easy manner. In the forte movements, particularly, the new style bow shows its superiority by the absence of all scraping and scratching noise. The entire bow is constructed in unison with the same principles, permitting an even and equal pressure along the entire bow hair, also giving a general elasticity and quick response to every movement.

No. 40 Common Sense Violin Bow, Pernambuco wood, full length, fine ebony frog, full German silver mounted, extra fine finish. (A) Each \$ 2 50

On account of the varnish being chipped on some of these bows we have reduced them to \$2.50. They are a great bargain while they last.

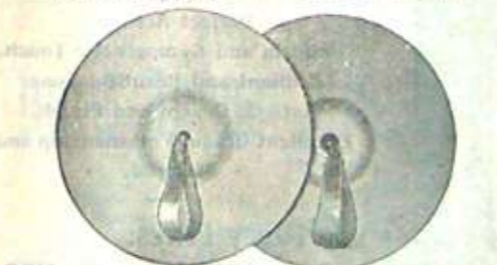
WEBER'S PATENT Violin Sound Post Setter.



The Sound-post is one of the most important parts of the violin. By it the vibration and depth of tone are controlled and regulated. In its adjustment experienced and practiced hands have, in the past, only been successful, the least error in placing it in position seriously affecting the tone. With the proper adjustment the quality of the tone of the violin can be changed to a remarkable extent, a slight alteration in form or position producing a favorable result. Mellowness or increased resonance can to a certain limit be produced. Numbers of good violins produce a medium or poor quality of tone simply because the sound-posts are not properly adjusted. With Weber's Patent Setter anyone can adjust the sound post to the correct position in a few minutes. The scale engraved on one of the shanks shows the correct position of the post. Full and complete directions are given with each Sound-Post Setter.

Nickel plated, tempered steel, fine finish. (D) Each \$ 25

OUR NEW PREMIER BELL METAL CYMBALS. Rich, Full Tone. Splendid Finish.

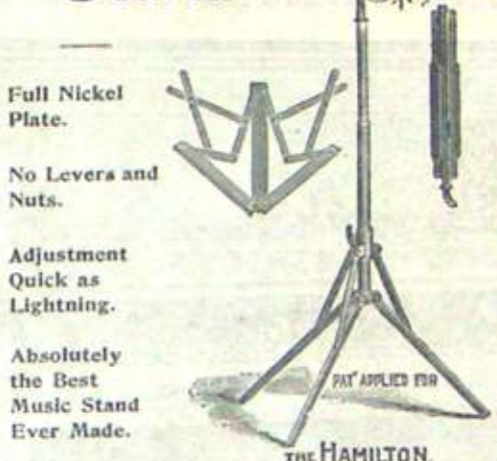


When Purchased with a Pair of the New Premier Bell Metal Cymbals we will furnish a Handsome Leather Cymbal Bag for \$1.50.

The alloy, or combination, of metal from which these Cymbals are manufactured is our own specialty, the result of long experimenting. These Cymbals, while cheap in price, retain the better qualities of the higher grades. They are superior in tone quality to any cheap make of Cymbals, and in strength, durability and finish are unequalled at the price. Before purchasing any other make you will consult your own interest by sending for a pair of these Cymbals.

No. 14 Polished bell metal, eleven inch. (A) Pair \$2 50
No. 15 Polished bell metal, twelve inch. (A) Pair \$3 25
No. 16 Polished bell metal, thirteen inch. (A) Pair \$4 00

HAMILTON Music Stand



Full Nickel Plate.
No Levers and Nuts.
Adjustment Quick as Lightning.

Absolutely the Best Music Stand Ever Made.

Retail Price \$1 50
Our Special Price 1 20
Sole Leather Cases for these stands 85
If sent by mail 40 cents additional.

THE PREMIER BASS DRUM STICKS



No. 2 Rosewood stick, felt ball head fastened by screw and nickel plated brass plate, fine quality. (D) Each \$1 25

No. 4 Rosewood stick, with felt ball on each end fastened by screws and nickel plated brass plate, fine quality. (D) Each \$1 75

EXCELSIOR CLARINETS. MEDIUM GRADE.

WITHOUT OUTFITS
Every Instrument Warranted.
SUPERB OIL FINISH.
Perfect in Tune, Tone and Workmanship.
WILL SHIP THESE CLARINETS C. O. D., WITH PRIVILEGE OF SIX DAYS' TRIAL.

The requisite qualities in a perfect Clarinet are tone, tune and mechanism. An imperfection in any one of these essential factors renders the instrument comparatively useless. This fact has led many Clarinet players to the firm belief that a good Clarinet could only be obtained by paying a large price. With this line of goods we intend to remove this impression and guarantee to furnish medium grade instruments having all the best qualities of the three requisites, and in appearance and finish equal to Clarinets of higher grades.

FURNISHED IN ANY KEY WITHOUT OUTFITS.

- No. 26 13 German silver keys, 2 rings, German silver trimmed, ebony, key of A. (C) Each \$13 00
- No. 27 13 German silver keys, 2 rings, German silver trimmed, ebony, key of Bb. (C) Each 13 00
- No. 28 12 German silver keys, 2 rings, German silver trimmed, ebony, key of C. (C) Each 13 00
- No. 29 13 German silver keys, 2 rings, German silver trimmed, ebony, key of C. (C) Each 13 00
- No. 30 15 German silver keys, 2 rings, German silver trimmed, ebony, key of A. (C) Each 16 00
- No. 31 15 German silver keys, 2 rings, German silver trimmed, ebony, key of Bb. (C) Each 16 00
- No. 32 15 German silver keys, 2 rings, German silver trimmed, ebony, key of C. (C) Each 16 00
- No. 33 15 German silver keys, 2 rings, German silver trimmed, ebony, key of Bb. (C) Each 16 00

When purchased with these Clarinets we will furnish our No. 3 or No. 4 Leather Case, holding single Clarinet, for \$1.25, and Clarinet case, Leather Covered, Flannel Lined, holding either two or three Clarinets (state which when ordering), for \$2.75. In order to secure these prices Cases must be purchased with these Clarinets.

J. W. Pepper's Premier Violin Cases.



- No. 17 Imitation leather, black, shaped to violin, nickel plated lock and trimmings, new style spring clasps, leather handle, full lined with floss flannel. (C) Each \$ 4 40
- No. 18 Same as No. 17, but for three-quarter size violin. (C) Each 4 20
- No. 19 Leather, black, shaped to violin, nickel plated lock and trimmings, new style spring clasps, neat leather handle, full lined with floss flannel. (C) Each 6 00
- No. 20 Full lined with velvet. (C) Each 6 25
- No. 21 Full lined with silk plush. (C) Each 7 00
- No. 21 Leather, orange color, shaped to violin, nickel plated lock and trimmings, new style spring clasps, neat leather handle, full lined with floss flannel. (C) Each \$ 6 25
- No. 21 Full lined with velvet. (C) Each 6 00
- No. 21 Full lined with silk plush. (C) Each 7 00
- No. 22 Seal grain leather, black, shaped to violin, nickel plated lock and trimmings, new style spring clasps, neat leather handle, full lined with floss flannel. (C) Each 6 00
- No. 22 Full lined with velvet. (C) Each 7 25
- No. 22 Full lined with silk plush. (C) Each 8 00

DOUBLE CASE FOR TWO VIOLINS.

No. 23 Double case for two violins, imitation leather, nickel plated lock and trimmings, neat leather handle, new style spring clasps, full lined with floss flannel. (C) Each \$ 8 85

A \$300 PIANO FOR \$150.

THE GREATEST PIANO BARGAIN OF THE AGE FOR THE MONEY.

OVER 1,000 IN PRESENT USE.

J. W. PEPPER'S

HIGHEST TESTIMONIALS.

Consolidated Makers Upright Piano.

INCLUDING STOOL AND INSTRUCTION BOOK.

FOUR STYLES

INCLUDING STOOL AND INSTRUCTION BOOK.

No Money Asked In Advance.

Style A—Ebony Finish, \$150.

Style B—Oak, Doubly Veneered, \$165.

Style C—Walnut, Doubly Veneered, \$170.

Style D—Mahogany, Doubly Veneered, \$175.

Sold on Actual Merits Only.

The Oak, Walnut and Mahogany cases are veneered—\$1,000 pianos are made in the same way. Veneering is used on the most expensive pianos and with proper care will last a lifetime.

To persons residing out of the city we propose to bring our warehouses direct to their homes, and in the following manner: Should you wish to purchase one of our Pianos, deposit the amount with the postmaster, any bank or responsible business house of your city; forward us a receipt, showing that such deposit has been made, as follows:

J. W. PEPPER: Dear Sir—Mr. (or Mrs—here write name of party depositing money) has deposited with me the sum of (\$150 one hundred and fifty dollars (\$165, \$170 or \$175, according to style wanted), which amount I hereby agree to remit to the said J. W. Pepper on the delivery of one CONSOLIDATED MAKERS UPRIGHT GRAND PIANO (give style of finish), provided it shall prove as represented, and entirely satisfactory, within ten days after its delivery.

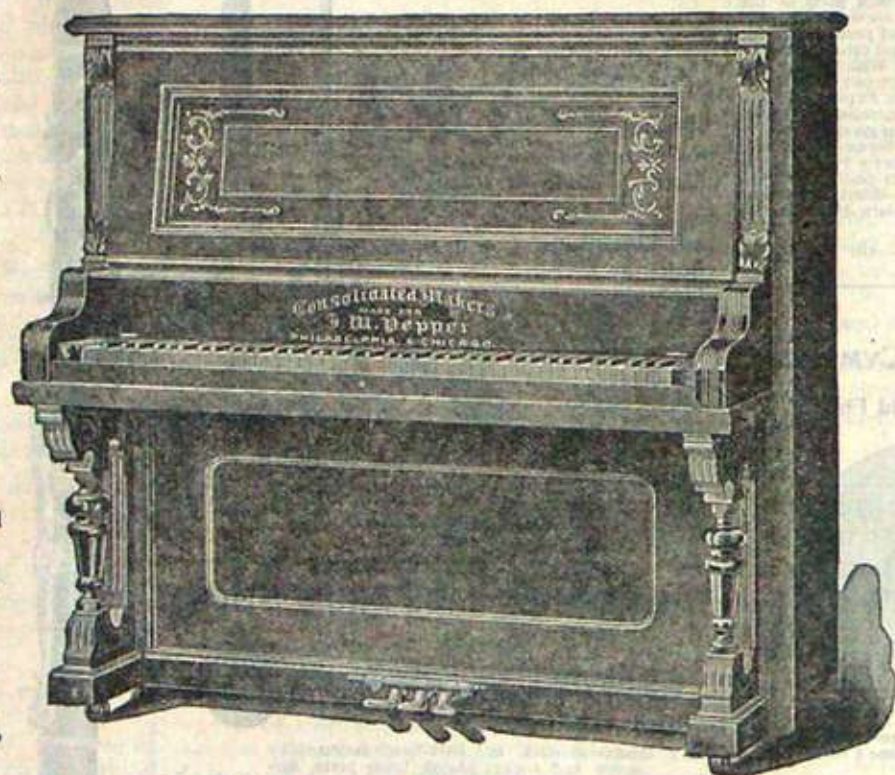
Upon receiving this receipt we will immediately forward the Piano by freight, and will allow the privilege of ten days' trial. If the instrument is not fully up to the claims we make, return it. We do not ask you to purchase unless thoroughly satisfied. By this method we do not receive the money until you are perfectly satisfied with the piano and you order the amount sent to us.

Guaranteed for Five Years.

CABINET UPRIGHT GRAND PIANO.

- Handsome Cases.
- Seven and One-Third Octaves.
- Triple Strung Scale.
- Overstrung Bass.
- Ivory Keys.
- Composite Iron Frame.
- Repeating Grand Action.
- Nickel Plated Pressure Bar or Agraffe.
- Nickel Plated Action Brackets and Hammer Rail.
- Nickel Plated Continuous Hinges on Top Lid and Fall Board.

No Fancy Prices. \$300 Piano for \$150.



J. W. Pepper's Consolidated Makers Cabinet Upright Grand Piano. (Illustration is an exact reproduction of the Piano from a photograph.)

Testimonials.

J. F. HILGORE, Weston, Oregon.
The piano I purchased from you has been pronounced by professionals to be equal, if not superior, to any other piano sold here for from \$475 to \$600. Your prices astonish every one. Piano dealers find no fault, only "tis too cheap."

J. L. REEVE, Mattituck, L. I., N. Y.
I have had the piano in daily use for two and a half years and find the tone as full and rich now as when I bought it. To any one desiring a good piano at a low price, I recommend your Consolidated Makers.

WM. J. BURRELL, Leader Burrell's Brass and Reed Band, Albion, Ill.
After a two years' test the piano has exceeded my expectations. It surpasses any piano in the neighborhood, costing double the price. The tone is strong, clear and of good singing quality. I am more than pleased with it.

THOMAS STUART, Lamoni, Iowa.
The Consolidated Makers' Upright Grand Piano I bought of you a year ago, is still in proper tone and gives good satisfaction.

M. DALE, Cape May City, N. J.
I have used the piano for nearly two years and it has given complete satisfaction. It has a sweet and brilliant tone. My tuner says it is a good instrument and really worth more than it is valued at.

W. S. D. SMITH, Pinckneyville, Ill.
The piano purchased from you seems to be fully up to your description and my expectations. Considering the very moderate price, I regard it as a good instrument for any one wishing an inexpensive piano.

WM. BISSON, South Prairie, Wash.
I purchased one of your pianos about three years ago and it gives entire satisfaction. It is equal to any \$300 piano made. I have only had it tuned once since I received it. It is first-class in every respect.

LOUIS S. WEBER, Postmaster, Vacherie, La.
The piano you sold me has been in use for over a year, and we are very much pleased with it. In my opinion it is the best piano ever made for the money.

ROBERT McNEIL, Apothecary, Howard and York Sts., Phila., Pa.
The piano bought of you some time ago gives perfect satisfaction; in fact we are delighted with it and cannot speak too highly of its quality, elegant finish and sweet tone.

A. V. BRAEUE, Zapp, Texas.
I have given the piano I ordered some time ago a thorough trial, and I am perfectly satisfied with it. The splendid quality of tone surprises all who hear me play.

CHAS. GILDERSLEEVE, Mattituck, L. I., N. Y.

I am very much pleased with the piano I purchased two years ago. Its tone is fine and I have little trouble keeping it in tune. I regard it as an excellent instrument for the low price, and cheerfully recommend it to the public.

B. HELD, O. S. B., Principal Sacred Heart School, Spokane, Wash.
The piano I bought from you has been used over three years, and handled very roughly by pupils in my school, but it is good yet and gives great credit to the maker.

ALONZO F. JENKINS, Sewell, N. J.
I am more than pleased with the piano I bought two years ago. It retains its perfect tone in a manner which is equal to any of the high priced pianos in my vicinity.

MRS. E. W. COLBY, Northfield, Vt.
The piano we bought of you is a perfect success; we like it better the longer we use it. In tone, action and finish, it is fully equal to pianos of more expensive makes.

J. R. BAKER, of J. R. Baker & Son, Manufacturers, Kendallville, Ind.

The piano which we have been using for over two years, has given the very best satisfaction, and is just as good now as the day I bought it of you. I recommend them to any one desiring a first-class piano.

JOHN DURNELL, 1617 S. Sixth St., Philad'a, Pa.

The piano I purchased from you two years ago has been used with great satisfaction. I cheerfully recommend it for sweetness and volume of tone. Its wearing qualities so far have proved its worth.

Guaranteed for Five Years.

CABINET UPRIGHT GRAND PIANO.

- Nickel Plated Pedals and Pedal Guard.
- Elegantly Carved Trusses.
- Ivory Keys.
- Improved Extension Music Desk.
- Handsomely Engraved Panels.
- Highly Polished Finish.
- Perfect Action.
- Uniform and Sympathetic Touch.
- Brilliant and Beautiful Tone.
- Artistic Design and Finish.
- Excellent Grade Workmanship and Material.

No Fancy Prices. \$300 Piano for \$150.

HENRY PINKERTON, Weston, Ore.
The piano I ordered from you has been in my house three years. It has proved its merits and I am well pleased with it. It fills the place of a \$600 instrument satisfactorily.

MRS. H. A. BISSELL, Hebron, Conn.
The piano bought of you some three years since, gives excellent satisfaction. Having experience in using several pianos of standard makers, I consider your piano compares favorably with them in style, tone and durability. It gives me great pleasure to heartily recommend your make.

G. A. GROSSE, Fort Howard, Wis.
I can fully recommend your pianos. The instrument is good, in fact, very good in all respects. In tone, action and finish, it is perfect. These pianos will prove satisfactory to any one wishing a first-class instrument.

MISS ANNIE L. POTTER, Worthington, Ohio.

The piano I purchased from you, on the recommendation of my brother-in-law, pleases me in every respect. Those of my friends who have heard or tried it, express the greatest admiration for its beautiful tone and easy action.

E. W. HINCHMAN, Evanston, Wyo.
A year and a half ago we placed one of your pianos in our high school. It has been in all respects a satisfactory instrument; pure and sweet in tone. We recommend it to schools desiring a good serviceable piano.

MRS. A. C. MERRICK, Waltham, S. G.
It affords me pleasure to state that the piano purchased from you in 1893, and which has been and now is in daily use, is in all respects perfectly satisfactory.

Intending Purchasers Are Advised to Write to Any of the Above Parties (Enclosing Stamped Envelope for Reply) if They Wish to Ascertain the Merit of These Pianos.

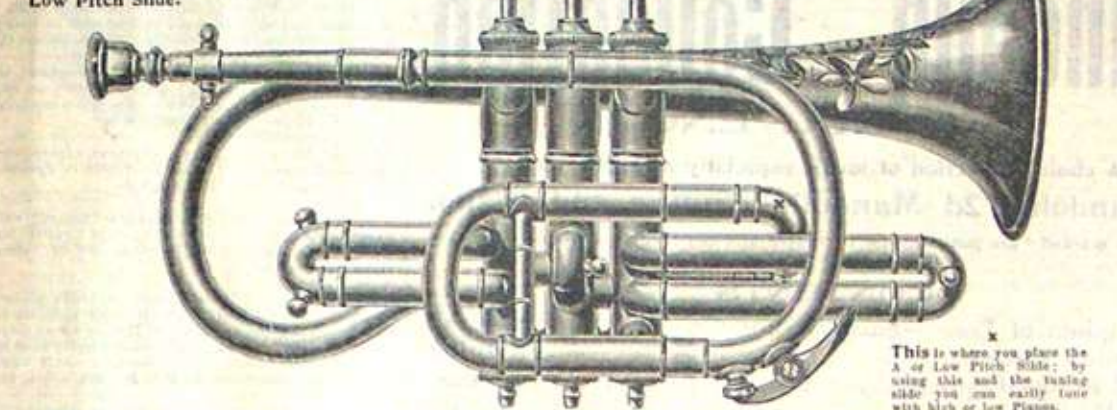
The J. W. P. Premier—Own Make—Band Instruments

Warranted for Ten Years. (TRADE MARK REGISTERED) We Invite and Welcome Comparisons. MAGNIFICENT MODEL. SHORT AND FREE ACTION. CLEAR BORE. PERFECT IN EVERY DETAIL. Will Be Shipped with Complete Outfit, to Any Address, C. O. D., Subject to Six Days' Trial.

Over \$28,000 Worth Purchased by the United States Government since May, 1891. BEST IN THE WORLD. Received the Highest Award at the World's Fair, Chicago, 1893.

FREE OUTFIT. With this instrument we include, free of charge: Magnificent Leather Covered, Velvet Lined, Square Case, with Nickel Plated Lock and Trimmings, J. W. P. Latest All Steel Music Stand, Specialty Mute, Piston Cleaner, Mouthpiece Box and Improved Adjustable Music Lyre.

NOTE—This instrument is sold only with the outfit—in other words, prices named are net and include the six articles.



OUR NEW SPECIALTY—Bb CORNET—SINGLE WATER KEY.

A and Bb Shanks and Low Pitch Slide Furnished with Each Instrument.

- Exact Length, 13 Inches. Exact Width (top to bottom of pistons), 6 1/2 Inches. Diameter of Bell, 5 Inches.
- No. 1017 Brass, elaborately engraved on bell, highly polished, silver plated mouthpiece, improved adjustable music lyre, magnificent leather covered, velvet lined case, J. W. P. latest all steel music stand, specialty mute, piston cleaner and mouthpiece box. (D) \$35 00
- No. 1018 Elaborately engraved on bell, silver plated, satin finish, burnished points, silver plated mouthpiece, improved adjustable music lyre, magnificent leather covered, velvet lined case, J. W. P. latest all steel music stand, silver plated specialty mute, piston cleaner and mouthpiece box. (D) 40 25
- No. 1019 Elaborately engraved on bell, silver plated, satin finish, gold mounted, silver plated mouthpiece, improved adjustable music lyre, magnificent leather covered, velvet lined case, J. W. P. latest all steel music stand, silver plated specialty mute, piston cleaner and mouthpiece box. (D) 43 50
- No. 1020 Elaborately engraved on bell, silver plated, burnished, gold mounted, silver plated, improved adjustable music lyre, magnificent leather covered, velvet lined case, J. W. P. latest all steel music stand, silver plated specialty mute, piston cleaner and mouthpiece box. (D) 41 00
- No. 1021 Elaborately engraved on bell, silver plated, burnished, gold mounted, silver plated, improved adjustable music lyre, magnificent leather covered, velvet lined case, J. W. P. latest all steel music stand, silver plated specialty mute, piston cleaner and mouthpiece box. (D) 43 50

THE J. W. P. PREMIER Hard Rubber Clarinet Mouthpiece

(TRADE MARK REGISTERED.) Made on Same Model As the Buffet Mouthpiece. Not Affected by Changes of Temperature. WILL LAST A LIFETIME. EXPERT CLARINETISTS PRONOUNCE THEM THE BEST MADE. FINEST WORKMANSHIP AND FINISH.

- No. 23 Premier Hard Rubber Mouthpiece, without reed holder, for Bb or Eb Clarinet. (A) Each \$ 2 00
- No. 24 Premier Hard Rubber Mouthpiece, with German silver reed holder, for Bb or Eb Clarinet. (A) Each 2 25

J.W. PEPPER CAMPAIGN PICCOLOS

We purchased these piccolos at a bargain price from a manufacturer who needed money and had too much stock. We have decided to give the musicians a chance at them and let them share in the bargain by offering the piccolos at a low price. The make is a good one, the tone is clear and pure, they are in perfect tune, the action is correct and finish fine. The wood is the best that can be obtained and thoroughly seasoned. Now is your chance to secure a good piccolo at a nominal price.



D or Eb, grenadilla, six German silver keys, German silver trimmed, with tuning slide and cork joints, in neat pasteboard case. (C) Each \$ 2 20

Notice ad. of Brisson Instruments

on pages 28 and 29. These are high-grade instruments at very low prices.

J. W. P. LATEST ALL STEEL UMBRELLA MUSIC STAND

WEIGHS ONLY TWO POUNDS. Strong, Firm, Compact and Neat.

These stands are made entirely of steel, which makes them much stronger than the ordinary music stands which are made of cast iron. The wearing qualities are unsurpassed; there is no possibility of breaking them with any ordinary usage. The workmanship and finish are the best. The weight is only two pounds; this is a special feature of our music stands and an important point for musicians to consider in purchasing. Single stands will be sent by express to any address, or when ordered by the half dozen or more, we will send C. O. D. subject to examination.

REDUCED PRICES. Japanned. (a) Each \$ 60. Dozen \$ 6 75. Nickel Plated (a) Each 1 25. Dozen 14 50

MUSIC STAND CASES. The case not only protects the stand, but enables a musician to carry it with the least amount of trouble. Heavy leather, sole leather ends, hand sewed. (c) Each \$ 90

OUR SPECIAL PRICE: Japanned, Each, - 45 Cents Per Dozen, - - - \$5.25 Postage, Each, 40 Cents

Our \$3.50 34-inch Specialty Calfskin Bass Drum Head. A HEAD THAT WE FULLY WARRANT. A superior quality, thirty-four inch calfskin Bass Drum Head, made from selected stock, thoroughly prepared. This head has been used and tested by our best drummers and is a superior article in every respect. Should we send out, in filling orders, any that are not perfect, we want them returned and perfect ones will be sent in their place without extra charge.

Munch Patent Mouthpiece

J. W. PEPPER, Sole Agent. No. 1, No. 2, No. 3. The cups of the Munch Patent Mouthpiece are made in three sizes:

OBTAINED AT LAST—EASE IN PLAYING. No. 1, Eb or small Bb cornet. No. 2, Medium Bb Cornet, with sharp inner edge on rim. No. 3, Has a large cup and wide rim, similar to our Waukegan Mouthpiece.

In perfecting this invention, the object sought was to construct a mouthpiece for brass instruments that would enable the player to produce a clear, perfect tone from the highest to the lowest notes with the least possible lip resistance. The inventor has been successful, and we offer these mouthpieces with confidence that they will be a welcome relief to all cornet players. Long engagements will not be dreaded, and the usual stiff or sore lips will be unknown. This is prevented by the cup resting upon a rubber cushion, giving a yielding surface, and yet with sufficient resistance to enable the high notes to be easily obtained, and less exertion required in playing. The model is pleasing and perfect, and the mouthpiece is made attractive with a handsome silver plating.

WHEN ORDERING MOUTHPIECE, ALWAYS SEND IMPRESSION ON PAPER OF THE TUBE INTO WHICH THE MOUTHPIECE IS TO FIT, THUS, O

PRICES OF MUNCH PATENT MOUTHPIECES: For Cornets, Eb, Bb or C, Silver Plated. Each \$2.00 For Alto, Silver Plated. Each 2.00 For Trombone, Valve or Slide, Silver Plated. Each 2.50 For Baritone, Silver Plated. Each 2.50 Additional Cups for Cornet Mouthpiece, Silver Plated. Each 1.00

WANTED.

Two 2 Bb clarinets, also alto saxophone, tenor saxophone, baritone saxophone players; light employment as attendant in hospital for feeble minded; salary \$20.00 and chance for advancement. Joseph C. H. Bachmayer, R. S. O. A., Boise, N. Y.

Let violin, 2nd violin, solo cornet, bass, trombone and piano player for shop orchestra; steady employment guaranteed to capable musicians and good wages to those who are not afraid of work; only sober, reliable men need answer; write for full particulars. E. J. Heckler, care Colonial Ball Co., Akron, Ohio.

Solo cornet, alto or trombone players who are barbers, coat makers or blacksmiths; pay small salary to men who are able to direct; work secured in above towns. R. E. Miller, Pres. Russellville Concert Band, Russellville, Ark.

Clarinet, saxophone and Bb bass players who are tailors or photographers; other trades write at once. Wm. Bultman, 33 S. Main St., Sumner, S. C.

Two all-around printers who play clarinet or slide trombone. News, Canby, Minn.

Good cornet, baritone, tuba and trap drummer; musicians who are willing to work as attendants. Bandmaster, Independence State Hospital, Independence, Iowa.

Trombone, tuba, euphonium, E. alto, cornets and clarinets to complete the New Missouri Glassworks Co.'s Band; good employment given to above instrumentalists; single men preferred; must be sober and individual habits; state if double bassist. Location is within 10 miles of Toledo, L. Schfield, Box 5, Maumee, Ohio.

Musicians with trades who play following instruments—clarinet, trombone, cornet; must double 2d violin and string bass; good town of 2000. George Biedelmann, Box 8, Wynnewood, Ind. Ter.

Cornet, clarinet, trombone; good opening for barbers, tailor or jeweler. A. C. Evans, C. G. M. Band, Corp. Idaho, Ill.

Barber or tailor who plays baritone; others with trades preferred. Good location. Box 233, Clarendon, Ark.

Can guarantee steady work to 2 or 3 good carpenters or masons (stone or brick) who are first-class cornet or clarinet players. S. E. Willis, Bandmaster, Miami, Fla.

Good barber who is band leader to take charge of shop; pay \$20.00 per week; must be sober and good workman. W. J. Beal, New Harmony, Ind.

Good baritone and clarinet players who are barbers, machinists, machinists, plumber, butcher or clerk; can use one good cornet who is capable of directing band. H. H. Turner, Mgr., Marshall, N. Y.

Good, reliable men of good address to play cornet, clarinet, alto and tuba in band; men who can double in string preferred; can place above centers (work year-around); tailors, barbers, blacksmith, carpenters, etc.; men of 10000 inhabitants; also good opening for capable men to take charge of opera house orchestra. W. H. Van Winkle, Mgr., Frankfort, Ky.

Piano tuner and repairer who is band man and sober and reliable; baritone or bass player preferred. Box 423, Staunton, Va.

Good cornet player who is capable of directing; if it should be necessary. M. M. Draper, Beckimer, N. Y.

Trombones, clarinet men who have trades; cigar makers, candy makers or timers; also jewelry man and watch repairers. Vic D. Payne, Sec. Stockman's Band, Columbus, Tex.

Good violin player in locate in Raleigh, N. C. and take charge of orchestra; one who is well up in dance and theatrical work. W. B. Wright, Raleigh, N. C.

Shoemaker who is cornet, clarinet, slide trombone or alto player to locate in thriving town of 1800; best location in state for laundry; other trades write. Art. Yeager, Newman, Illinois.

Good piano player (male or female), one competent to teach music and play in orchestra, etc.; and opening for teacher. For particulars write to W. A. Mooers, Heidelberg, Cal.

At once, good cornet player to instruct band, barber preferred. Leader of Band, Au Gres, Mich.

Bb cornetist, wagon maker preferred. For particulars write to Rhineland Military Band, Rhineland, Mo.

Two tailors who are band men, clarinet preferred, and one shoemaker who is a violinist or clarinetist; can secure good permanent positions. C. M. Crawford, Eq. Worthington, Minn.

Clarinet and trombone men who are strictly up-to-date, and can play standard music; town of 6500; three shoe factories; will secure employment to good, straight men; no boozers wanted. Vandoren's Band and Orchestra, Pontiac, Ill.

1 solo cornet, 1 solo clarinet, piccolo, snare drum and tuba player; machinists and tradesmen preferred. Frank Moore, 1621 9th St., Alhambra, Pa.

Good opening for printer and shoemaker who are first-class workmen and play tenor, alto, flute and 2d violin; that can double in orchestra preferred. C. C. McCreager, Wynnewood, I. T.

Harness and shoe makers to start shop, also carpenters, bricklayers, plasterers and painters who are good handmen, such as cornet and clarinet players to play in band and orchestra. Prof. O. P. Stevens, Clelan, Wash.

Clarinet and cornet players wanted at Iowa Soldiers' B. Co., Marshalltown, Iowa.

Additional Wants, See Pages 8, 14, 21.

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Petit Caprice Espagnole Engelmann
Des Petits Pierrots March Bosc
Polonaise Hungarian Hunyad
When—Song Trevelyan
*Vanity Fair March Pryor
* Mandolin Serenade Stahl
* Divertissement Arabe Cazaneuve
* The Daughter of the Marine Waltzes Ivanovici
* Zoula Voula March Lerman
* Liberty Prevails March Clark
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10 *Kinky Kinks (An Afro-American March) Fulton
11 *If You Please Mazurka Kretschmer
12 *A Frangosa March Costa
13 *Sweetheart March Pryor
14 *Burlington March Pryor
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SITUATIONS WANTED.

By band teacher; to hear of good band in need of teacher; late of the 9th and 10th Cav. Bands; only those meaning business need write. J. C. Turner, R. M. A. C. Band, care of Post Office, Annapolis, Texas.

By A1 musical director and bandmaster; fine arranger; Bb cornet (soloist) and double bass player; 20 years experience. August Diers, 223 Sixth Street, East Liverpool, Ohio.

By first-class experienced tuba; would like to locate permanently in good town that can secure him work at close of present circus season. Tuba, care of 4-Paw-Sells Circus, per "Clippers", or 755 Putnam Ave., Zanesville, O.

By violin and cornet; capable of teaching violin; as clerk in post office or shop; experienced in both; have own instruments. P. O. Box 520, Sherwood, O.

By two young men with traveling show band or opera; for small salary; play cornets—one Bb, one Bc; at liberty; above people write if you can take both. W. E. Boyle, Sun Prairie, Wis.

By solo Bb cornet player; 12 years experience; work as engineer, pump man, pipe fitter or dynamo tender. Watt Cooper, Hastings, Colo.

By A1 clarinet and alto saxophone player; will locate in good town; good employment wanted; for information write. Wm. Corcoran, care of Valley Hotel, Easton, Pa.

By good amateur baritone and 1st violin player, and cornet and 1st violinist; both desire to locate in small town in Missouri, Iowa, or Illinois where there is plenty of dance work; want steady employment in shop, store or factory; best references; don't write without you mean business. P. O. Box 292, Alexis, Ill.

By good cornet player with express company as driver in some yard work in Middle Ohio; all hands write what you have to offer; write quick. Box 324, Durant, I. T.

By young man; strictly sober and reliable; to play 1st violin in theater, concert or dance orchestra; double on alto or baritone in band, either left or right; 10 years experience; sight reader; only those meaning business write. T. A. Bellamy, Berlin Heights, Ohio.

By clarinetist; as grocery, hardware or drug clerk; any other employment accepted; state everything in first letter. H. B. H., 508 S. 28 St., St. Omaha, Neb.

By barber; to locate in some good little western town to start new shop; experienced bandman. W. C. Franpton, Newark, Mo.

By all-around musician; play tuba, double bass, saxophone, etc.; own lot of instruments, band and orchestra music; experienced bicycle builder, hardware and dry goods man; American-German; will locate in good lively town having or organizing band and orchestra. W. C. Ahlmann, Box 261, Norfolk, Neb.

By graduate in electricity (hold first-class certificate and diploma) and practical machinist; would like charge of electric plant; A1 musician; play any brass instrument; sight reader; married; best references. J. G. care of J. W. Pepper, 8th and Locust, Phila., Pa.

By tuba player; also fair slide (own instrument, prefer tuba); will give services to band securing no position in machine shop at light work; experienced on L and L monitors. H. G. Bossard, 35 N. Warren St., Easton, Pa.

By a good, strong cornet player; am a perfectly sober and reliable young man, age 19; prefer a teaching position. C. F. Z., care J. W. Pepper, Eighth and Locust Sts., Philadelphia, Pa.

By college student, as director and teacher of band in small town; play trombone; am single, good appearance, sober and reliable; have a good knowledge of directing and music; can furnish A1 reference as to my ability; would accept position of trust, book-keeping or other honorable work; only responsible parties write. C. D. care J. W. Pepper, Eighth and Locust Sts., Philadelphia, Pa.

By barber; to locate and open up shop in some good town where there is band and orchestra; play violin and cornet. W. C. Carpenter, Box 563, Walton, N. Y.

At liberty; violin and trombone; good reference; Web and cylinder pressman, everybody write. F. M. Lippin, Mt. Sterling, Ill.

Job in machine shop to learn either machinist or pattern making trade; play Bb cornet in band or orchestra; good references. Rhodes Burrows, Box 560, Mystic, Conn.

By good amateur clarinet player; would like position in band and orchestra where he can make a living; at liberty Nov. 1st. Box 12, Genova, Yates Co., N. Y.

By musical director and instructor of bands and orchestras, arranger and teacher of harmony; plays violin, piano and clarinet; desires to locate; band looking for A1 up-to-date instructor write. F. E. M., 22 C. care J. W. Pepper, 8th and Locust, Phila., Pa.

By good band and orchestra teacher, location in a good live musical town or city; also teaches violin, mandolin and guitar; would accept position in school or college; 54 years of age, steady and reliable; first-class references; want or southeast preferred. J. C. Mc., Box 372, Mineola, Tex.

By a good Bb cornetist; have some experience at cigar making and hospital work; am strictly temperate; would accept any light work or travel. R. O. Smith, 6 Astin Place, Rochester, N. Y.

By a painter and paperhanger by trade who can play trombone, Bb tuba and string bass. S. B. Hummer, Box 104, High Bridge, N. J.

Additional Wants, See Pages 8, 14, 21.

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(TRADE MARK—REGISTERED)



Our Great Success. MOST PERFECT DRUM EVER MADE. Each Head Can Be Tightened Separately. Tightening Devices Made Entirely of Metal.

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We will send a single drum or a quantity to any address, C. O. D., subject to examination and six days' trial, and if they should not prove equal to what we claim, or not satisfactory to an intending purchaser, we will pay express charges both ways.

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TESTIMONIALS.

OSCAR GERICKE, Sousa's Peerless Concert Band. The Premier Snare Drum is certainly perfection. The mechanism is so easily adjusted, doing away with the annoyance and constant care required on the old style drums - I am more than delighted and assure you I shall use no other. HENRY R. SPEDICK, Rogers' (formerly Cappa's) 7th Reg't Band, N. Y. I have used snare drums from all the leading makers, but none of them have combined the many points of excellence which your Premier Snare Drum possesses. It seems built to stand any kind of usage and still is not heavy. A. HELMECKE, Innes' Celebrated 13th Reg't Band, N. Y. I thoroughly tested the Premier Snare Drum and was greatly surprised at its wonderful improvements, which place it far ahead of any other make.

FOUR SELECTED VIOLIN BOWS AT SPECIAL PRICES.

We are constantly in receipt of letters from customers requesting us to select bows for them, but limiting us to certain prices. Not knowing the individual taste and fancy of each customer, it is with difficulty that we can always send the "correct thing." Still, we have been remarkably successful, and our experience in this way has enabled us to select the four bows illustrated and described below, as representing extra values for the prices named.

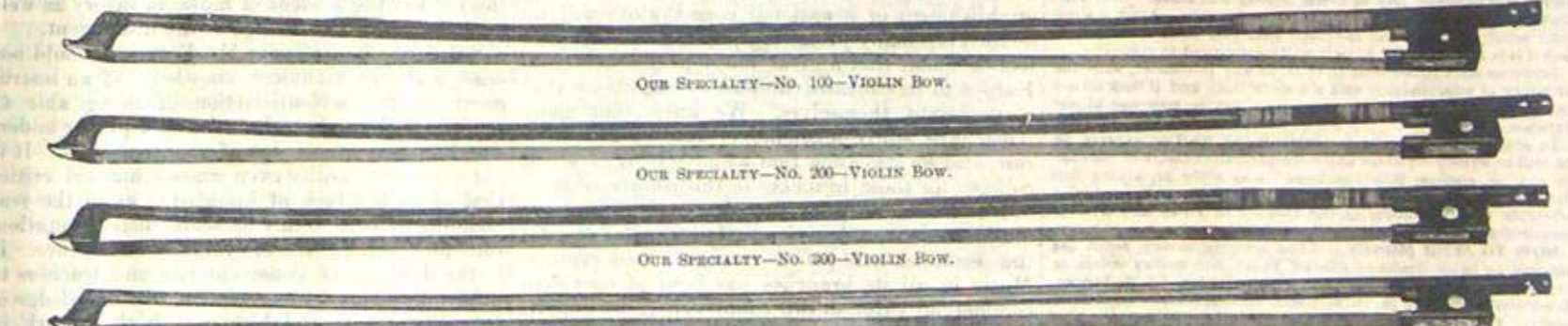


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SHIPMENT OF VIOLIN BOWS—Violin Bows are liable to get lost or broken when sent by mail, for this reason we ship all bows by express. If, however, customers are willing to assume the risk, we will send by mail any bows they may order shipped that way and will pack them as securely as possible, using the utmost care to facilitate their safe delivery, but will not be responsible for any loss or damage that may occur.

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A Preparation of Pure Silver for Cleaning and Plating Band Instruments, Gold, Silver and Plated Ware and Jewelry.

WITHOUT SCRATCHING OR OTHER INJURY. This preparation is invaluable to all musicians using silver plated instruments. It cleans them quickly, removes all tarnish, stains, etc., covers bare spots with temporary plating and gives the metal surface a lustrous and pleasing polish. It is also useful for jewelry or other gold, silver or plated ware. Full directions for use are given with each bottle. NOTE—It will not replate steel knives, or any other articles made of steel. Price, per bottle, (A) \$ 50 Per bottle, by mail, postpaid... (A) 65 We will cheerfully refund the purchase money if not fully equal to all our claims.



STANDARD SNARE DRUM.



Imitation Rosewood Hoops, Regulation Rod Tighteners, Folding Knee Rest, Improved Snare Drum, Belt Chain, Two Quality Calfskin Heads. A fine, cheap Rod drum. Everything in its making and material is of good quality. Furnished with two calfskin heads, \$6.50; with one calfskin and one sheepskin head, \$8.00. Style a Walnut shell (c) Each \$6 50 Style b Mahogany shell (c) Each 6 50 Either style with one calfskin and one sheepskin head. (C) Each 6 00 FREE—With this drum we include, free of charge, Pair of Best Rosewood Sticks, Fine Web Sling, with Snap Hook and Snare Drum Cymbal. Prices named are net and include these articles.

KLOSE Conservatory Clarinet Reeds.



One Dozen Reeds in this Handsome Leather Case, Only \$1.25. These reeds are made from the best quality of cane and are noted for their closeness of fibre and purity of tone. They are used by many prominent soloists who pronounce them excellent. We have secured the sole agency of these reeds from the manufacturer. Each dozen is put in a handsome leather case.

Less than one dozen... (A) Each \$ 15 One dozen, in handsome leather case... (A) 1 25

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Most useful for students or young players. It is accurately fretted and lettered, in metal, with the name of each note. The student, by its use, learns to stop in tune and cultivates his ear in the whole chromatic scale. It is easily attached or removed, weighs one-half ounce and makes the vibration clearer. Aluminum fingerboard, postpaid... (A) Each \$ 1 00

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DIRECTIONS. Take a small quantity on a soft cloth, rub the article to be cleaned briskly a few seconds; afterwards wipe off with a clean dry cloth. This Pomade will not run like a liquid, or make a dust like a powder polish; consequently it will not, like them, soil or stain the adjacent parts of any article on which it is used. The sale of this valuable polish has reached millions of boxes a year. It is known and used everywhere with the same satisfactory result. It produces a brilliant lustre with very little work. Ordinary size box, postpaid... (A) Each \$ 10 Large size box, postpaid... (A) Each 15

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In sending us music or instruments, by mail or express, be careful to write your name and address on the outside of package or box, or enclose it in the same; also write us, giving full directions for the disposal of the goods. We call particular attention to this matter, as the absence of name and address frequently causes customers an irritating delay.

HOW TO SEND MONEY.—When sending money, remit the amount by bank drafts or checks, Post Office money orders, or express money orders, made payable to the order of J. W. Pepper. Registered letters are practically safe, although losses sometimes occur. For small amounts postage stamps will answer, and frequently prove of great convenience to those residing in small towns where banking and Post Office facilities are not of the best. Orders to be sent by mail must be accompanied by the money, remitted in either of the above-mentioned ways.

In no case will music be sent C. O. D. unless at least one dollar accompanies the order; this amount will be credited on the bill. Music, instruments or merchandise will not be sent C. O. D. for a less amount than five dollars.

Wanted and Situations Wanted.—Under this head, we insert notices free of charge. Please write copy plainly, and make it as concise as possible.

The columns of the BAND JOURNAL are open, free, to all musicians in search of employment; to all leaders in want of musicians. It is our desire to make this department of the paper of particular value, and simply request, write copy plainly and as concise as possible. That the BAND JOURNAL is the recognized organ of Bands and Orchestras, is an undisputed fact. It is ever ready to do a good turn for those in the business, and the publisher has no desire to take advantage of his immense circulation and make a charge for the space used in the columns headed: "Wanted."—"Situations Wanted."

In regard to studying the violin—it is not so much the amount of practice as it is how—or, in other words, the way and manner in which it is conducted. One might play études from eight to ten hours daily and still not practice nor study them. The great secret of all quick playing, all rapid execution, which the beginner tries to acquire by hurried playing through the études, can only be successfully accomplished in just the opposite manner, that is:—by slow, careful practice.

Merah S. Stuart, Band Leader, Centreville. The Surprise Bb Cornet ordered from you came promptly and find that it is equal to all the representations you make for it. You shall always have my orders.

Always interesting, both as a musician and a writer, John Philip Sousa sends the following suggestive communication to *The Musical Courier*:

The bill introduced by Senator Mason on May 16, in the upper branch of Congress, is naturally of great interest to the professional musicians and artists of this country. The scheme of the proposed conservatories is most complete and reflects great credit on the gentleman who drew the bill, and shows his desire to develop the artistic temperament of the people. So far the bill is worthy of commendation, but there is another side that should be carefully considered, namely, the conduct and influence of the curriculum. A grave danger would be in the selection of the faculty. If it is selected without regard to political influence or political favor, and entirely with the idea of developing the American art, well and good. On the other hand, suppose that the African vote was strong enough in Chicago to insist upon part of the faculty being Africans, we would then have a development of music from an African standpoint rather than from our own. Suppose that the Huns were politically strong enough in the territory contiguous to the District of Columbia, and should insist upon part of the faculty being Hungarians, would those members of the faculty develop the students from an American or Hungarian standpoint? With the naturalized citizen a factor in our political body, may he not insist upon a long line of chairs devoted to separate national music rather than a purely American school?

"Atmosphere" is a very necessary thing in the arts and mechanics, but it is more difficult to obtain under like conditions in America than in the confined territory of the various European countries.

I am fully of the belief that the American people are most musical, and I am not certain but that they will work out their musical salvation, even if a national conservatory does not eventuate. The establishment of a national conservatory will no doubt keep many promising pupils at home, but I feel confident that a great many people will go to Europe to be educated under any conditions that may present themselves. We know that many Americans study medicine or law on the other side, and we also know that we have most excellent colleges for those branches in this country now.

I do not think that the plea of confining our musical talent to America is the strongest one for the establishment of a national conservatory. Music in all its branches has been of enormous commercial value to this country, both by imports and internal revenue collections, and if anything is done for its advancement by the Government it should be done on that basis and not on account of any sentimental regard for the art.

Since my two European tours my views have undergone a change in regard to subsidizing art. Whether the conservatism of subsidy tends to the fullest development of talent or genius is at present a matter of great doubt in my mind. I earnestly hope, however, that the bill will become a law, and that the conservatory will be free from political "wire pulling," and that the American spirit will be paramount within its walls forever and a day.

JOHN PHILIP SOUSA.

Jesse L. Halsey, Water Mill. After giving the Duerer Violin a careful trial have decided that it is a good instrument. It is a well-known fact that most cheap violins are utterly unfit to perform on. Not so with the Duerer—its tonal qualities are as excellent as the price is reasonable, and by the purchase of one of these violins a musician will become the possessor of an instrument equal both in tone and appearance to many costing two to four times as much, judging from the result obtained by comparing mine with more costly instruments.

Wm. Call, Moroni. The set of Brisson & Cie Band Instruments purchased of you in June have exceeded our expectations. For their price they can't be beat—I speak from ten years' experience. I can heartily recommend J. W. Pepper to anyone wanting a square deal in the musical line.

H. R. Anders, Bandmaster, Asbury Park. Enclose you program with two of your publications—"Mia Bella" Waltzes and your newest, "Sizilietta." "Mia Bella," although old is always generously applauded. "Sizilietta" was received with great favor upon its first rendering. It is a very pretty short number and can be used by me during my season here to good advantage.

German musical circles are still discussing a recently reported utterance of Emperor William as follows: "Wagner I do not like; he is too noisy for me; indeed, the simple and withal so wonderful music of Gluck is much more to my liking."

C. Simonds, Collinsville. We have five Trombones purchased from you, and they all are giving perfect satisfaction.

Albert Nintz, Denver. The Eb Alto, Violin Bow and Strings were received O. K. The horn is in perfect tune and I am well pleased with the action. Your special selected violin bow is really superb. I would not part with it if I was to get seven dollars for it to-day, and your violin strings (Russian gut) is the best I ever played on. I have tried many in my thirty years of violin playing and I can cheerfully confess that I never had any better than those Russian gut, and can recommend them to all.

SOME TIMELY ADVICE.

President John H. Frank, in his address to the United Conservatories of Wisconsin, touched upon the need of the student of music in theory as well as the technical knowledge of the instrument.

"Progress in art," said Mr. Frank, "should not cease with the technical knowledge of an instrument, or the self-satisfaction of being able to render vocal numbers, but also seek proper understanding and knowledge of what one does. It is not unusual to notice even among musical critics that there is a lack of knowledge as to the real meaning of such terms as score instrumentation, intonation, etc., words of everyday occurrence. It is the duty of the conservatories and teachers to influence scholars to associate a fair knowledge of harmony, theory and history with their work, in order to be in a position to comprehend good music."

Mr. Frank also touched on the so-called "popular" music. "What," he asked, "is the difference between this so-called high music and the great book of ragtime and popular two-steps, of which so much is made of late in the daily papers connected with statements by persons of authority, quite surprising to the profession? What is the difference? Precisely this, that all the so-called popular music rests upon the simplest possible harmonic conception of the key. It is filled up with tonic, dominant and subdominant chords over and over again. By limiting the knowledge of harmony and conception to these barren and hackneyed elements, the consequence is that the child or scholar is led to believe that this is the actual substance of music, and all other forms are 'too complicated for ordinary use.' The ear is vulgarized by the fundamental training it receives.

In place of this, ear training should begin on the harmonic side rather than with melody, for the reason that harmony is the central point by which noble music distinguishes itself from that which is superficial and commonplace."—*Milwaukee Sentinel*.

Emil Fallquist, Lindsborg. Received the Challenge Bass Drum ordered from you in good condition. It is just as represented in tone and make. I am very much pleased with it for the money.

C. L. Fowler, Washington. Received Band Caps and am well pleased with them. Can recommend your house for prompt shipment and good quality of goods. Wish you success for the future.

The Seventh Band, Artillery Corps, U. S. A., is fast gaining popularity on its concert tour through the New England states, and the concerts they have given prove that they well deserve the honors shown them. Mr. J. T. Freeman is not only a most courteous gentleman but well qualified for the duty he assumes as bandmaster, and is widely known in musical circles throughout the country. He deserves much credit for his efforts in bringing his band to the top, and from the engagements booked for the fall and winter, the boys are assured a busy season.

W. C. Noble, South Waterford. The Artist's Solo Cornet purchased from you has been thoroughly tested and gives entire satisfaction. Have had a number of cornetists try it and all call it a fine horn and very easy blowing.

H. L. Brooks, Higbee. Received the Clarinet in good order and will say it is certainly a "beauty." Would cheerfully advise anyone wishing to buy a clarinet to try a J. W. Pepper before buying any other, for I think it is one of the best made.

Edward Defoe, Graniteville. The Bb Slide Trombone came all right; had it tested by our band leader and said it was O. K.

The Wayne Concert Band, under the directorship of Harvey T. Routson, played for the twenty-fifth anniversary of the Royal Arcanum, held at Pen-Mar Park, June 26, 1902, and all music lovers who went to the park that day were well paid for their visit. The first open-air concert by the Wayne Band this season was given in the square May 28, 1902. That the people were eager to hear some good music was attested by the great throng that lined the square. That they fully appreciated it was manifested by the hearty applause that greeted each number of the program, which was one of the best that Conductor Routson ever arranged for a similar occasion, and it was rendered equally well. The special features of the program were the cornet solo by Jesse Paull, the trombone solo by H. Stewart Bonebrake and the saxophone quartet by Landis Brothers, Aaron Guser and Fred Woltz. The last was so well played that an encore was demanded. Mr. Paull and Mr. Bonebrake, it must be said, always measure up to public expectations, and Waynesboro is proud of them. The band was in its usual fine form and rendered every number with fine effect, being quick to respond to Conductor Routson's intelligent reading of the score. The program concluded with Sousa's latest march, "Imperial Edward," played by the band for the first time. The band gave weekly concerts during the Summer. This band had quite a number of engagements for the season. Clarence Beard, formerly of the Wayne Band, has arrived home and will play clarinet with them again. Another saxophone has been added to the band, making the quartet complete; it is played by Fred Woltz.

G. W. Rinker, High Bridge. The Caps arrived and are O. K.; accept my thanks for prompt shipment.

F. J. Falkenstein, Idaho Springs. Am very much pleased with the music, print, paper and style of getting up of your 20th Century Journal and also your style of doing business.

F. L. Kolouch, Crete. Received instruments and they are good ones. My students are well pleased with them. The second-hand horns are as you represented them. The new horns are "daisies" and the Hillyard Bass is a bargain.

The dinner horn is the oldest and most sacred horn there is. It is set to musik, and plays Home, Sweet Home about noon. It has bin listened tew with more raptures delite than ever any band haz. Yu can hear it further than you kan one ov Rodmans guns. It will arrest a man and bring him in quicker than sheriff's warrant. It kan out-foot enny other noise. It causes the deaf to hear and the dumb tew shout for joy. Glorious old instrument! long may your lungs last.—*Josh Billings*.

Mr. Pearl Moppin, Principal Soloist Henderson Concert Band, Henderson. Your Slide Trombone was received and I have given it a thorough test and find it to be a wonder. For artificials and pedal notes it is great, with a tone that ranks with the best. I can make five Fs (four octaves) with ease.

R. C. Goodchild, Bandmaster and Musical Director, also Chorister First M. E. Church, Delevan. Having had charge of brass bands, both in the United States and Canada, I find that the J. W. P. Premier—Own Make—Band Instruments have given the highest satisfaction of all instruments that have come under my notice. I use the New Artist's Solo Bb Cornet and I am more than delighted with it, and declare it to be the best and cheapest that money can buy.



W. S. WIEDENBACH.

W. S. Wiedenbach, Snare Drummer Famous N. S. and A. S. Cornet Band, Lesterville. After six months' trial I am prepared to express my opinion about the J. W. P. Challenge Single Headed Snare Drum. To tell the truth about the drum I must say it is a "dandy." I am well pleased with it, and the more I practice on it the better I like it. Anyone wishing to purchase a snare drum can take my advice and purchase a J. W. P. Challenge Single Headed Snare Drum, as all other makes have to "go way back and sit down."

"Melody is the battle-cry of amateurs, and certainly music without melody is nothing. Understand, however, what these persons mean by it; a simple, flowing and pleasing and rhythmical tune; this is enough to satisfy them. There are, however, others of a different sort, and whenever you open Bach, Mozart, Beethoven, or any real master, their melodies meet you in a thousand different shapes."—*Schumann*.

A. J. Barton, Alcatraz. Guitar received and is well worth the money. It gives perfect satisfaction and has paid for itself already. Am well pleased.

Grover Walters, Spencer. Have thoroughly tested the Premier Snare Drum and was greatly surprised at its tone. The tightening device is a great improvement over the ordinary drum. Am more than pleased with it and assure you I will use no other.

Arthur R. Pangborn, Watkins. The Cornet I received of you has proved a good one; it is a fine toned one. Thanks for your promptness.

Women have been rarely successful as conductors of orchestras, and it is therefore curious to read Clara Novello Davis is to fill that place at one of the large musical festivals to be given this fall in England. She is to conduct at Cardiff the performance in concert from Saint-Saens' "Samson and Dalila," and the first act of "Der Fliegende Hollander." Mrs. Davis belongs to a family which has been well known for years in the history of English music, and she is a musician of reputation herself.

H. L. Eppel, Boonville. Received the Instruments and am very well satisfied, and I think it is perfect in every respect. I thank you for your prompt attention and immediate shipment.

E. E. Pontius, Claypool. The Metronome ordered from you was received O. K.; am very well pleased with it; would not be without it for three times its cost.

Mr. Chas. E. Corey informs us that he is now connected with the Royal Tailors (12th Street and Michigan Boulevard), of Chicago, where he will be pleased to meet his many friends. Mr. Corey has been connected with the most prominent uniform manufacturers all his life, and if there is anything in the uniform line that you wish to know about, write him and all questions will be cheerfully answered.

Lue Morschivy, Waterville. Received the Surprise Cornet that you sent me and found it O. K. Wish you success.

J. H. Brown, Jonesville. Received your Lamps and was very much pleased; they give a light similar to an electric light. The boys were very much pleased with them. I found them in good condition.

London is soon to have the privilege of hearing Richard Strauss and perhaps later this phenomenon in modern music will cross the Atlantic. In London he is to conduct "Don Juan," "Til Eulenspiegel" and "Tod und Verklarung," at one concert. London will soon be divided into two camps, just as it was in the days of Handel and Bononcini. This latter feud it was that moved Byron—it is generally ascribed to him—to write the famous verse:

"Some say, compared to Bononcini,
That Mynheer Handel's but a ninny:
Others aver that he to Handel
Is scarcely fit to hold a candle.
Strange all this difference should be
'Twixt Tweedledum and Tweedledee."

O. W. Trumbull, Palmyra. The Trombone ordered from you arrived safely, taking only three days from the time I ordered it. I am very much satisfied with it, both as to appearance and easiness in the moving of the slide. I will place all my future orders with you.

Max Werner, Harnack's Military Band. The Premier Snare Drum received from you is certainly first-class. I have tested other drums, but have not found satisfaction in playing them as I have in yours.

Music should strike fire from the heart of man and bring tears from the eyes of woman.—*Beethoven*.

F. M. Clark, Rockport. Clarinet received that I ordered of you; have given it a good trial and tested it thoroughly; will say it surpassed all expectations; is perfect in tune and tone; tried it beside a Buffet and is far ahead of it. Mr. Carver, who plays it, is so pleased with it, he says, that he would not take fifty dollars for it.

CONCERT MUSIC FOR VARIOUS INSTRUMENTS

Home Practice. A-RANGED BY T. H. ROLLINSON.

Band Members, especially those who perform on the large instruments, seldom touch them outside of the bandroom. This fault frequently arises from the fact that there is very little suitable music published. This excuse no longer exists as Home Practice gives ample music for study or recreation.

- 1 Wreny. 2 We'd Better Hide a Woo. 3 The Bird a Little Faded. 4 Tickenham Ferry. 5 Good Bye Sweetheart. 6 Blue Albatian Mountains. 7 On the Banks of Aberdeen. 8 Oh! How Delightful. 9 Bird of the Night. 10 Elen Alove. 11 Forever and Forever. 12 Forget-Me-Not. 13 Baby and the Fly. 14 Welcome, Pretty Primrose. 15 Take Back the Heart. 16 Five O'clock in the Morning. 17 Some Day. 18 Strangers Yet. 19 As You Like It. 20 Fairy Jane. 21 Palms. 22 In the Golden Eventide. 23 No! No! 24 Katy's Letter. 25 I Cannot Sing the Old Song. 26 In the Gloaming. 27 Kerry Dance. 28 Bridle. 29 Little Maid of Arden. 30 You'll Soon Forget Kathleen.

- 21 Family Bible. 22 Non E'er. 23 I Cannot Say Good-Bye. 24 In Summer Time. 25 O Ye Trees. 26 Incline Thine Ear. 27 Consider the Lilies. 28 Too Late. 29 When the Swallows, etc. 30 'Tis But a Little Faded, etc. 31 Over the Stars There is Rest. 32 I Sing Because I Love to Sing. 33 Sleep Well, Sweet Angel. 34 Ye Merry Birds. 35 Sailin'. 36 Ah! I Have Sighed to Rest. 37 Angel's Greeting. 38 Under the Stars. 39 Kathleen Aroun. 40 Open Window. 41 Shells of the Ocean. 42 Bliss Forever Past. 43 Larkwood Watch. 44 Battle Prayer. 45 My Native Vale. 46 Oh! You Little Darling. 47 Silvery Chimes. 48 Drifling. 49 In Dell and Dingle. 50 You'll Soon Forget Kathleen.

List of books of Home Practice, now ready. Eb Cornet, \$1.00; Eb Cornet and Piano, \$1.50; Bb Cornet, \$1.00; Bb Cornet and Piano, \$1.50; Eb Alto, \$1.00; Eb Alto and Piano, \$1.00; Bb Tenor, Bass Clef, \$1.00; Bb Tenor, Bass Clef and Piano, \$1.00; Bb Baritone, Bass Clef, \$1.00; Bb Baritone, Bass Clef and Piano, \$1.00; Bb Bass, Bass Clef, \$1.00; Bb Bass, Bass Clef and Piano, \$1.00; Bb Tenor, Treble Clef, \$1.00; Bb Tenor, Treble Clef and Piano, \$1.00; Bb Baritone, Treble Clef, \$1.00; Bb Baritone, Treble Clef and Piano, \$1.00; Bb Bass, Treble Clef, \$1.00; Bb Bass, Treble Clef and Piano, \$1.00.

Ten Waldteufel Waltzes, FOR VIOLIN AND PIANO. WITH CORNET PART AD LIB.

The ten waltzes contained in this selection are among the best, if not the very best, he has written. No other house offers such a fine collection, and the arrangements are all that could be desired.

- 1 Hours of Joy. 2 Tres Jolie (Charming). 3 Tomjours Ou Jamais. 4 A Toi (To Thee). 5 Les Sirenes. 6 Tout a Vous (Thee Alone). 7 La Plus Belle. 8 My Dream (Mon Reve). 9 My Charmer. 10 Shower of Gold.

Eight Grand Duets FOR TWO Bb CORNETS (OR TWO Eb ALTOS). BONNISSCEAU.

These eight duets should be owned by every cornet student. We do not wish to give the impression that they are difficult, as any one who has learned his splendid Twenty-five Duets can take these up and follow without any trouble. They are worthy of extensive use and should certainly be used by every teacher of the cornet.

Home Recreation. "MUSICAL MOMENTS." D. L. FERRAZZI.

Popular Duets for Cornet and Piano (or Organ). A glance at the contents will show that this is a string collection. The arrangements are effective, but not too difficult for the average cornetist. The merit of this collection keeps the sale up in the large figures.

- 1. Love of Old Mexican Serenade. 2. My Nellie's Blue Eyes. 3. Pretty Pond Lilies Waltz. 4. Pinedale Gavotte. 5. Puff Lancers. 6. Robin Polka (Triple Tong.). 7. Bye, Bye, Baby, Bye, Bye. 8. Captain Mashler. 9. Climbing Up the Golden Stairs. 10. Die Waerh in Rhetn. 11. Dream Waltzes (Rik's Huzzar). 12. Escapade Quadrille. 13. Furlow's Galop. 14. Garibaldi's Hymn. 15. Grand Selection - Mikado. 16. Little, Little Baby, Don't, etc. 17. Inman Line March. 18. Irish Jig. 19. Is That You, Mr. Riley. 20. La Belle Polka (Triple Tong.). 21. La Marsellaise. 22. La Petite Polka (Triple Tong.). 23. Let My Name Be Kindly, etc. 24. Love of Old Mexican Serenade. 25. My Nellie's Blue Eyes. 26. Pretty Pond Lilies Waltz. 27. Pinedale Gavotte. 28. Puff Lancers. 29. Robin Polka (Triple Tong.). 30. Bye, Bye, Baby, Bye, Bye. 31. Captain Mashler. 32. Climbing Up the Golden Stairs. 33. Die Waerh in Rhetn. 34. Dream Waltzes (Rik's Huzzar). 35. Escapade Quadrille. 36. Furlow's Galop. 37. Garibaldi's Hymn. 38. 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J. W. Pepper's New Journal For Professional Musicians

A constantly growing demand with us for a higher grade of band music for professional use has caused the publication of the TWENTIETH CENTURY JOURNAL FOR MILITARY BAND. We have made up our mind to spare no expense in making these the finest editions published, and have made arrangements with two of the best arrangers in the profession, Mr. Wm. F. KRETSCHMER and Mr. MACKIE-BEYER, both of New York City.



TO ASSURE SATISFACTION
We extend our usual guarantee: "Money refunded if music is not satisfactory," or we will exchange any number of the Twentieth Century Journal, provided it is returned unopened and unplayed within ten days after purchasing. Each number of this journal has been edited and revised by Messrs. Kretschmer and Mackie-Beyer, and all pieces heretofore published have been rearranged and instrumented by these gentlemen.

INSTRUMENTATION—32 PARTS.
All pieces NOT marked with * have this instrumentation: Piccolo; Eb Clarinet; 1st, 2d and 3d Bb Clarinets; Oboe; Bassoon; Soprano Saxophone; Alto Saxophone; Eb Cornet; Solo, 1st, 2d and 3d Bb Cornets; 1, 2, 3d and 4th Eb Alto; 1st and 2d Bb Tenors; Bb Baritone; Eb Bass; Eb Basses; Snare and Bass Drums; Baritone, 1st and 2d Tenors in both Bass and Treble Clefs.
All pieces marked with * have this instrumentation and Tenor saxophone and Baritone saxophone.

DUPLICATE PARTS will be furnished at following prices: For all pieces, listed at \$2.00; 15c. each part; all pieces listed at \$1.00 or \$1.50, 10c. each part; all 50-cent pieces, 5c. each part.

CONCERT SELECTIONS FOR BAND.

201 *Zampa, or the Marble Bride—Overture, F. Herold	\$2.00
202 *The Barber of Seville—Overture, Rossini	2.00
203 *Martha—Overture, F. von Flotow	2.00
204 *Stradella—Overture, F. von Flotow	2.00
205 *Light Cavalry—Overture, F. von Suppe	2.00
206 *Post and Passport—Overture, F. von Suppe	2.00
207 *Morning, Noon and Night in Vienna—Overture, F. von Suppe	2.00
208 *Fique Dame (Queen of Spades)—Overture, F. von Suppe	2.00
209 *Bohemian Girl—Grand Selection, Balfe	2.00
210 *Maritana—Grand Selection, W. Vincent Wallace	2.00
211 *La Traviata—Grand Selection, Verdi	2.00
212 *Ernani—Grand Selection, Verdi	2.00
213 *Il Trovatore—Grand Selection, Verdi	2.00
214 *Fratello—Grand Selection, Gounod	2.00
215 *Fra Diavolo—Grand Selection, Aubert	2.00
216 *Josephine—Overture, Wm. F. Kretschmer, Op. 121	2.00
217 *Midiere—Overture, Polibach, Arr. by H. R. Anders	2.00
218 *Wolfe—Overture, J. F. Zimmerman	2.00
219 *Fiduciosa—Valse Caprice, Wm. F. Kretschmer, Op. 114	2.00
220 *Fairies Whispers (Murmures des Fees)—Waltz Caprice, Wm. F. Kretschmer	2.00
225 *The Surprise—Turkish Midnight Parade, M. Akst, Arr. by Wm. F. Kretschmer	1.50
226 *The Haunted House—Descriptive Fantasia, J. W. Lafferty	1.50
227 *Feral Dance—Ballet Capr., O. Langey, Arr. W.F. Kretschmer	1.50
228 *A Moonlight Frolic, Weiskellman, Arr. by W.F. Kretschmer	1.50
230 *White and Gray Patrol, J. S. Cox	1.00
231 *Amazons—Overture, L. P. Laurendeau	1.00
240 *Crown of Gold—Overture, A. Hermann	1.00
242 *Decorations—Sacred Overture, E. C. Walton	1.00
243 *The Musician's Circus, Or "We Ain't in It!" D. L. Ferrazi	1.00
245 *The Forge in the Forest—Idyl, T. Michaels, Arr. D. L. Ferrazi	1.00
250 *True Love—Morcan Characteristic, W. F. Kretschmer	1.00
251 *Gullietto, Fena von Bism, Arr. by W. F. Kretschmer	1.00
252 *Wedding March, M. Schleich	1.00
253 *Aveil Chorus (from Il Trovatore), Arr. by D. L. Ferrazi	1.00
254 *Air de Ballet—Intermezzo, Cazanove, Arr. W.F. Kretschmer	2.00
257 *Preciosa—Grand Selection, Weber's Opera, W.F. Kretschmer	1.80
258 *Carolina Napolitana, A. Liberti	1.80
259 *Grand Religious Fantasia, Arr. by T. H. Rollinson	1.00
260 *The Heavens are Telling, Haydn, Arr. by H. R. Cogswell	1.00
261 *Home in (Katie)—Concert Polka, M. Maquet	1.00
262 *Songs of Erin—Irish Overture, Arr. by F. Beyer	1.50
263 *The Trumpeter's Dream (Descriptive), C. J. Wilson	1.00
265 *L'Ingenue Gavotte, Luigi Arditi	1.00
266 *Adagio's Waltz—Serenade, W. F. Kretschmer	1.00
268 *Charm—Overture, W. S. Ripley	1.00
271 *The Mastodon—Overture, E. Boeck	1.00
274 *Concertation—Overture, Koller Bela	1.00
275 *Le Diabolo—Overture, Hermann, Arr. by D. L. Ferrazi	1.00
277 *Safe in the Arms of Jesus—Fantasia, F. J. Keller	1.00
279 *Vignette—Waltz, W. E. M. Pettie	1.00
280 *Campaign Melodie, Arr. by T. H. Rollinson	1.00
282 *Arabesque Fantasia, F. V. Oller	2.00
283 *The Honey-moon—Overture, O. K. Sutton	1.00
284 *The Stampede, W. M. Pettie	1.00
285 *Robert le Diable (St. Meyer's Opera), W. F. Kretschmer	2.00
286 *Blue Bells of Scotland—Air and Variations, J. Dodsworth	1.00
289 *Grand Russian Fantasia, J. Levy, Arr. by D. L. Ferrazi	1.00
290 *Woodlawn—Country Dance, M. Watson, Arr. J. Weissborn	1.00

1145 Who Got De Wish Bone (Wing Dance), Milton, Arr. by Boettger	50
1146 The Guardmount—German Patrol, H. Eisenberg	50
1151 Belle of Seville Gavotte, A. Chalka, Arr. by F. Beyer	50
1152 The Watermelon Dance—Ethiopian Sketch, C. J. Wilson	50
1153 Hypatia (Morcan Elegante), Byrd Dougherty	50
1154 Heart's Bapture Gavotte, Louis F. Kettner	50
1155 Mammy's Home, Tom S. Keady	50
1156 Polka—Hungarian, John Hunsay	50
1159 The Prettiest Gavotte, Warren, Arr. by D. L. Ferrazi	50
1197 Come Where My Love Lies Dreaming (Solo for Alto), Arr. by T. H. Rollinson	50
1198 Messiah (Handel), Arr. by Tom Clark	50
1206 Aiko, Where Art Thou—Serenade, Arr. by T. H. Rollinson	50
1218 Kangaroo Dance, Arthur M. Cohen, Arr. by Mackie-Beyer	50
1221 Queen of Hearts—Intermezzo, M. Dreyfus, Arr. Mackie-Beyer	50
1222 At a Grasshopper's Hop—Dance Characteristic, G. Myers, Arr. by Mackie-Beyer	50
1223 The One-Legged Coon—Characteristic March, F. Muller, Arr. by Mackie-Beyer	50
1227 The Wily Celestial—Chinese Cake Walk, Ando Weib, Arr. by Mackie-Beyer	50
1229 The Rajah—Oriental Characteristic, Maurice J. Steinberg, Arr. by Mackie-Beyer	50
1230 Old—Dance Characteristic, M. Dreyfus, Arr. Mackie-Beyer	50
1234 The Spider Dance—Char. Gene Myers, Arr. by Mackie-Beyer	50
1246 Dance of the Pollywogs, A. Thornley, Arr. by Mackie-Beyer	50
1249 La Moscowite (Louis Rums), L. Maurice, Arr. by Mackie-Beyer	50
1259 Hunting Scenes, Danis F. Bounay, Arr. by Mackie-Beyer	50

MEDLEY OVERTURES FOR BAND.

219 *A Hot Combination—Medley Overture, Arr. by F. Beyer	\$1.50
Introduces "Honey, I Do Love You," "One Night in June," "I Ain't Seen No Messenger Boy," "The Mick Who Threw the Brick," "You're the Only One," "I'll be an old Man's Darling, Not a Young Man's Slave," "Ma Baby Girl."	
220 *A Merry-Go-Round—Medley Overture, Arr. by F. Beyer	1.50
Introduces "My Ann Elizer," "In the Sacramento Valley," "Rosie Carey," "On the Day that Dewey Came Home," "I Love Da Man," "I've Waited Honey, Waited Long for You," "Hello Ma Baby," "Reel—"Spooky Jokes."	
221 *In Gay Bohemia—Medley Overture, Arr. by F. Beyer	1.50
Introduces "Entre Nous," "By the Banks of the Shannon," "Phoebe Johnson," "She's All Right Just the Same," "You Won't Do Any More," "She May Be Somebody's Mother," "While Uncle Sam Goes Marching Into Cuba," "Reel—"Hot Stuff."	
222 *Sporting Life—Medley Overture, Arr. by F. Beyer	1.50
Introduces "The Belle of Holonolu," "She is More to be Pitted than Deavored," "I Love You Best, Mamma Dear," "Solo, 1st, 2d and 3d Bb Cornets; 1, 2, 3d and 4th Eb Alto; 1st and 2d Bb Tenors; Bb Baritone; Eb Bass; Eb Basses; Snare and Bass Drums; Baritone, 1st and 2d Tenors in both Bass and Treble Clefs."	
223 *Songs of Scotland—Grand Medley, E. C. Walton	1.00
229 *Songs of the Sea—Grand Nautical Medley, E. C. Walton	1.00
272 The Jolly Students—Medley Overture, H. L. Ferrazi	1.00
304 *A High Ball—Medley Overture, Arr. by F. Beyer	1.50
Introduces "My God, From New York," "Star and the Flower," "Ma Hung Chinese Queen," "She's a Queen," "Hello, Central, Give Me Heaven," "Weldo," "Okawaki," "The Mobile France."	
320 *Something Doing—Medley Overture, Arr. by F. Beyer	1.00
Introduces "She's the Only Lady Friend I Know," "For Old Time's Sake," "It's Not Always Bolts that Kill," "Well, Guess You'll Guess I Guess You Off Ma List," "The Heart for You, Louie," "The Colony King."	
225 *All to the Good—Medley Overture, Arr. by F. Beyer	1.50
Introduces "My Carolina Caroline," "By the Dreamy Susquehanna Long Ago," "Sadie Moore," "My Moonbeam Babe," "Good Morning, Carrie," "Love Me, Love Me, Honey, Be," "The Song of the Lighthouse Bell," "Baby Mine."	
323 *Scottish Melodies—Medley Overture, Arr. by Mackie-Beyer	1.50
340 *Southern Melodies—Medley of Plantation Songs, Arr. by Mackie-Beyer	1.50

MEDLEY LANCERS FOR BAND.

222 *A Jolly Crowd—Medley Lancers, Arr. by F. Beyer	\$1.00
Introduces "Rode Carey," "I Love Da Man," "I've Waited, Honey, Waited Long for You," "Papa, Mamma Kiss and Be Friends," "On the Corner Just Below," "On the Day that Dewey Came Home," "My Ann Elizer," "Hello, Ma Baby."	

MEDLEY MARCHES—TWO-STEPS FOR BAND.

1008 I Want My Lulu—Medley March, Arr. by F. Beyer	\$1.50
Introduces "You Won't Do Any More."	
1012 I've Waited, Honey, Waited Long for You—Medley March, Arr. by F. Beyer	50
Introduces "The Best in the House is None Too Good for Me," "Manhattan of New York Town—Medley Two-Step, Introduces "Entre Nous," Arr. by F. Beyer	
1016 Ma Baby Girl—Medley March, Arr. by F. Beyer	50
Introduces "She's the Only Lady Friend I Know," "I Ain't Seen No Messenger Boy—Medley March, Arr. by F. Beyer	
1063 My Ann Elizer—Medley March, M. Schleich, Williams, Introduces "I Love Da Man," Arr. by Walter B. Rogers	
1068 Hello, Ma Baby—Medley March with Local Chorus, Introduces "Orchids of '99," Howard and Emerson	
1072 Good Morning, Carrie—Medley March, Arr. by F. Beyer	50
1073 You're the Only One March, Arr. by Mackie-Beyer	50
Introduces "Honey, I Do Love You."	

MEDLEY WALTZES FOR BAND.

1004 Dora Brown—Medley Waltz, Arr. by F. Beyer	50
Introduces "There Was No Bridgeway There," "She's More to be Pitted than Censured—Medley Waltz," Wm. H. Gray, Arr. by F. Beyer	
1010 Introduces "My Old-Fashioned Girl," "Rode Carey—Medley Waltz, Arr. by F. Beyer	
1015 Rosie Carey—Medley Waltz, Arr. by F. Beyer	50
Introduces "Papa, Mamma, Kiss and Be Friends," "I'll Be a Sister to You—Medley Waltz, Arr. by F. Beyer	
1021 Introduces "Sally Green Is No Bowsy Green," "One Night in June—Medley Waltz, C. K. Harris, Arr. by F. Beyer	
1035 Introduces "Moby, Come Drive the Cows Home," F. Beyer	
1036 What Is a Home Without Love—Medley Waltz, Introduces "I Used to Know Her Years Ago," Chas. K. Harris, Arr. by F. Beyer	
1047 Introduces "I Used to Know Her Years Ago," "By the Dreamy Susquehanna Long Ago—Medley Waltz, Arr. by Mackie-Beyer	
1060 Introduces "A Harp with Broken Strings," "The Story of Two Floral Wreaths—Medley Waltz, Introduces "I Do Dan," Arr. by Mackie-Beyer	
1069 Things in the Bottom Drawer—Medley Waltz, Arr. by Mackie-Beyer	
Introduces "The Serpent and the Dove," Mackie-Beyer	

TWENTIETH CENTURY JOURNAL FOR MILITARY BAND—Continued.

MEDLEY SCHOTTISCHES FOR BAND.

1001 I've Scratched You Off Ma List—Medley Schottische, Arr. Introduces "I Love You Best, Mamma Dear," by F. Beyer	\$1.50
1067 The Mick Who Threw the Brick—Medley Schottische, Introduces "Mamma's Carolina Twiss," Arr. by F. Beyer	50
1069 Hello, Ma Baby—Medley Schottische, Howard & Emerson Introduces "I Want a Coon to Match My Own Complexion," Arr. by T. H. Rollinson	50

DANCE MUSIC FOR BAND.

213 *Cupid's Dream Waltzes, Warner Crosby, Arr. by F. Beyer	\$2.00
214 *Mis Bells (My Beauty) Waltzes, Otto Rowler	2.00
215 *Country Club Waltzes, Arthur W. Pryor, Sousa's Band	2.00
216 *Faded Waltzes, P. Ducalost	2.00
217 *Lena Waltzes, Richard Stahl	2.00
218 *The Dancing Girl Waltzes, Robert Cook, Arr. by F. Beyer	1.00
219 *Love's Proposal Waltzes (Minnen und Werben), F. V. Blon Arr. by Wm. F. Kretschmer	2.00
220 *Mountain Rose Waltzes, A. S. Bowman	1.00
221 *Sympathy Waltzes, E. Meszaross, Arr. W. F. Kretschmer	1.00
222 *Portiana Waltzes, Wm. Glaszner, Arr. W. F. Kretschmer	1.00
223 *La Source Waltzes (The Spring), E. Waldteufel	1.00
224 *Estudiantina Waltzes, E. Waldteufel	1.00
225 *My Dream Waltzes, E. Waldteufel	1.00
226 *Miguelita Waltzes, Richard Stahl, Arr. by D. L. Ferrazi	1.00
227 *Fanciful Waltzes, E. Westly, Arr. by Wm. F. Kretschmer	1.00
228 *Le Gradualquiere—Spanish Waltz, H. Maquet	1.00
229 *Constitution March, G. Meyerbeer	1.00
230 *On the Rhine Waltzes, Koller Bela	1.00
231 *Sounds from the North Waltzes, E. Zikoff	1.00
232 *La Serenata Waltzes, D. Jaxone, Arr. by "Chatt"	1.00
233 *Golden Shower Waltzes, E. Waldteufel	1.00
234 *La Perla—Spanish Waltz, D. L. Ferrazi	1.00
235 *Blue (Banque) Waltzes, Job. Strauss, Arr. by F. Beyer	1.00
236 *The Daughters of Eve Waltzes, C. M. Zeller, Arr. by Wm. F. Kretschmer	2.00
237 *Danube Waves Waltzes, J. Ivanovitch, Arr. W. F. Kretschmer	2.00
238 *Sounds from the Alps Waltzes, F. Zikoff, Arr. T. G. Boettger	1.00
239 *Vienna Woodland Violets (Veilchen aus dem Wienerwald) Waltzes, Robert V. Volstead, Arr. by Wm. F. Kretschmer	2.00
240 *Murmur of the Breezes—Mexican Waltzes, T. Moore, dem Wiener Wald), Johann Strauss, Arr. W.F. Kretschmer	2.00
241 *Madora Waltzes, Geo. Voelker	1.00
242 *Worship to the Beautiful—Mexican Waltzes, G. Codina	1.00
243 *Sunshine Waltzes, L. P. Laurendeau	1.00
244 *Jolly Follows Waltzes, Volstead, Arr. by H. Koch	1.00
245 *Impassioned Drowsy Waltz, J. Kosay	1.00
246 *Van Cortlandt March, Richard E. Sauer, Arr. by E. Boettger	1.00
247 *A Rag Time Picnic March, Emil Zeig	1.00
248 *Mamma, Don't Be Cross with Ma Walt, Arr. by F. Beyer	1.00
249 *The Cake Winner March, Robert Cook	1.00
250 *Under the Flag of Victory March, F. von Blon, Arr. by Wm. F. Kretschmer	1.00
251 *Salute the Colors March, Warren Crosby, Arr. by Wm. F. Kretschmer	1.00
252 *With Laurel Wreaths and Swords March, F. von Blon, Arr. by Wm. F. Kretschmer	1.00
253 *The Bachelor Belle March, G. B. White	1.00
254 *Assembled Emblems March, F. von Blon, Arr. by Wm. F. Kretschmer	1.00
255 *The Vampire March, Warner Crosby, Arr. by Oscar Coon	1.00
256 *Blunderbuss March, J. C. Arnold	1.00
257 *The Mother of the Girl I Love Waltz, Wm. H. Gray, Arr. by F. Beyer	1.00
258 *Coastline Carnival—Characteristic March, Louis Myll	1.00
259 *Soldier's Blood March (Soldaten Blut), F. von Blon, Arr. by Wm. F. Kretschmer	1.00
260 *Kinky Kinks—An Afro-American Two-Step, J. M. Fulton	1.00
261 *A Darktown Cake Walk—Two-Step, Chas. Hale	1.00
262 *Happy Days in Georgia—Cake Walk and March, Chas. H. Kuebler, Arr. by F. Beyer	1.00
263 *At a Chinese Wedding March—Two-Step, Chas. L. Maurer	1.00
264 *Convivial March, E. V. O'Hara	1.00
265 *Society Belle March—Two-Step, F. Beyer	1.00
266 *Jolly Girls March—Two-Step, F. Beyer	1.00
267 *The Jolly Stragglers March—Two-Step, Riser Fitzgerald	1.00
268 *The Dreamer Mazurka, J. Osorno, Arr. by F. Beyer	1.00
269 *Down the Line March, James M. Fulton	1.00
270 *A Frangosa March, Mario Costa, Arr. by W. F. Kretschmer	1.00
271 *Haleyon Club March, J. C. Arnold	1.00
272 *Yankee Home March, Arthur Pryor, Sousa's Band	1.00
273 *Bells of New York March, Tom Clark	1.00
274 *First Brigade I. N. G. March, A. F. Weldon	1.00
275 *Iroquois March, A. F. Weldon	1.00
276 *Burlington March, Arthur Pryor, Sousa's Band	1.00
277 *Ann's Bells Birthday—Schottische Ethiopian, G. Voelker	1.00
278 *Constellation March, Tom Clark	1.00
279 *Crescent Club March, Arthur Pryor, Sousa's Band	1.00
280 *La Carolina—Mexican Mazurka, Louis Gosine	1.00
281 *Trolley Polka, O. E. Sutton	1.00
282 *A Kansas Two-Step, Arthur Pryor, Sousa's Band	1.00
283 *The March King—Two-Step, Arthur Pryor, Sousa's Band	1.00
284 *A Day's Hunt March, Howard & Emerson, Arr. by F. Beyer	1.00
285 *Gay Atlantic City March, James M. Fulton	1.00
286 *Golden Wedding Two-Step, Walter B. Rogers	1.00
287 *Down in Alabama—Characteristic Two-Step, S. Hoefeld	1.00
288 *Principia March, Tom Clark	1.00
289 *Within the Soul Mazurka (Mexican), A. De Anolis, Arr. by Theo. G. Boettger	1.00
290 *Our Leader March, Frank Winstein	1.00
291 *Don't Forget to Tell Me that You Love Me, Honey—Schottische, Chas. K. Harris, Author of "After the Ball"	1.00
292 *An African Beauty March—Two-Step, Arthur Pryor	1.00
293 *The Jolly Travelers March—Two-Step, Tom Clark	1.00
294 *Zoula Voula—Oriental Two-Step and Polka, J. W. Lerman, Arr. by F. Beyer	1.00
295 *Liberty Hall March, Arthur Pryor, Sousa's Band	1.00
296 *A Warm Bye—Cake Walk and Two-Step, Theo. A. Metz	1.00
297 *The Tar-Heeler's Dream—March and Two-Step, Wm. J. Rabley, Arr. by F. Beyer	1.00
298 *A Night in Coontown—Cake Walk and Two-Step, Howard and Emerson, Arr. by F. Beyer	1.00
299 *Charming Ellaline—Song and Dance Schottische, H. A. Hall	1.00
300 *Halburgh's March, J. N. Kral, Arr. by F. Beyer	1.00
301 *Garibaldi March, Arr. by F. Beyer	1.00
302 *Eleven Victory March, Chas. A. Ware	1.00
303 *Eleven O'Clock Toast March, F. Winstein, Arr. C. S. Shields	1.00
304 *Southern Blossoms—A Darktown Two-Step, Arthur Pryor	1.00

1083 Umm-Pa March—Two-Step, Nick Brown	50
1084 Guide Right March, John Philip Sousa, Arr. by H. Koch	50
1085 Salute to Sam Johnson—Cake Walk and Two-Step, O. E. Sutton	50
1091 The Bellflower—Cake Walk and Two-Step, L. Johnson	50
1092 Introduces "Mamma's Carolina Twiss," Arr. by F. Beyer	50
1093 Festa March—Two-Step, Tom Clark	50
1094 The Three Guardsmen March—Two-Step, K. A. Ringwall	50
1095 Fight for Honor March, S. C. Bougher, Arr. by L. O. De Witt	50
1096 Olympia March, Tom Clark	50
1100 Down Among the Cotton Pickers—Characteristic Two-Step and Cake Walk, S. Hoefeld	50
1101 Army Echoes March—Two-Step, Chas. A. Ware	50
1102 M. A. G. March—Two-Step, H. M. Sault	50
1104 Atlantic Replause March—Two-Step, Tom Clark	50
1108 Little Nell—Song and Dance Schottische, Arthur Pryor	50
1109 A Bush of Flowers Mazurka (Buissons Fleuris), H. Maquet	50
1110 Ma Caroline—Coon Schottische, Lee Johnson	50
1111 Sweetheart March—Two-Step, Arthur Pryor, Sousa's Band	50
1112 The Yellow Fellow March, T. W. Hodley, Arr. by F. Beyer	50
1113 The Birthday March, Tom Clark	50
1114 "Our National Emblem" March, H. A. Hall	50
1115 Under the Double Eagle March, J. F. Wagner	50
1116 My Sweet Paschance—Schottische Ethiopian, Carl Weber	50
1117 The Ring Master Galop, E. Warren	50
1118 The Yellow Fellow March, T. W. Hodley, Arr. by F. Beyer	50
1119 Chief de Battalion March (Chief of the Battalion), R. Stahl, Arr. by F. Beyer	50
1120 The Mogul—Oriental March, C. L. Maurer, Arr. by F. Beyer	50
1121 Bon Jour March, J. C. Arnold	50
1122 Katoz-Jammer March, James M. Fulton	50
1123 America March, Fieck	50
1124 A Hot Time March, Theo. A. Metz, Arr. by Tom Clark	50
1125 Polka Econotrique, A. M. Cohen	50
1126 The Justice March—Two-Step, W. A. Corey, Arr. H. L. Clarke	50
1127 Presentation March, E. Doring	50
1128 Des Petits Pierrots (The Little Clowns), Anguste Boas, Arr. by F. Beyer	50
1129 Indian Sun Dance, A. M. Cohen	50
1130 Zig-Zag Polka, C. Kruger	50
1131 George I Can't Meet You—Burlesque Two-Step, J. S. Willard	50
1132 Pacific March, Tom N. Kershaw	50
1133 My Girl—Song and Dance Schottische, F. Beyer	50
1134 Foresters' March, Wm. Bayne	50
1135 Alhambra March, M. A. Allhouse	50
1136 Grand National March, C. F. Kahne, Arr. W.F. Kretschmer	50
1137 First Galop, C. M. Schuler, Arr. by F. Beyer	50
1138 Still to the Front March, A. Liberti	50
1143 The Flower King March—Two-Step, Arr. by Tom Clark	50
1144 Klendora Schottische, J. B. Viano	50
1145 A Hot Combination March, Arr. by Wm. F. Kretschmer	50
1146 Crocoder March, Arthur Pryor	50
1147 Grand National March, Tom Clark	50
1148 The Conqueror March, H. Emmel	50
1149 A Happy Coon—Cake Walk and March, F. Beyer, H. V. Tiltzer	50
1154 Washington Park March, R. O. Eaton	50
1155 Laura Vavouienne, J. F. Zimmerman	50
1156 The Temple Cadets March, J. A. Willard	50
1157 Oceanic March, H. L. Clarke	50
1158 Naval Review March, Geo. E. Kretschmer	50
1159 Liberty Precious March, Tom Clark	50
1160 Hall Smiling Morn March, Arr. by Tom Clark	50
1161 Temple Commandery Quikstep, H. E. Cogswell	50
1162 Electric Park March, Taylor Lawson, Arr. W.F. Kretschmer	50
1163 Right-Left March, John Philip Sousa	50
1164 Spring Valley Quikstep, T. B. Boyer	50
1165 Heart to Heart Polka, Wm. F. Kretschmer	50
1166 Palestine Commandery March, M. E. Johnson	50
1168 Hammer and Sledge March, L. A. Drumheller	50
1169 Sky-Rocket March, R. Volstead	50
1170 Post Dipatch March, Arthur Pryor, Sousa's Band	50</

Alex. Kaiornen, Soudan. Band instruments arrived safely and we are very much pleased with them. We will give you our orders in the future.

Henry Wirth, Savannah. The Excelsior A Clarinet you sent me is an excellent, fine instrument and am very proud of it. I have a Buffet Bb Clarinet, which cost about \$14 more, but I like your Excelsior just as good. Thanks for the prompt shipment of the same.

"Your account of the concert last night," said the musician, "omitted all mention of the very thing I wanted to see printed. The violin I played, as I was careful to tell your reporter, was a genuine Stradivarius, and one of the best ever made." "That's all right," said the editor. "When Mr. Stradivarius gets his fiddles advertised in this paper it will cost him half a dollar a line. Good morning, sir."

Jos. Stevens, Portsmouth. Received the large size Tuba I ordered from you, on a six days' trial, and thank you for the selection you have made for me. It is a very fine instrument, both in tone and workmanship, and I could not have obtained such a fine bargain elsewhere. I shall in the future, as in the past, be pleased to deal with your house, for I am assured of receiving full value.

Charles Harke, Drummer U. S. M. C., Pensacola. Your G Bugle, which I had the good fortune of securing from you, gave entire satisfaction, and I am willing to recommend you at any opportunity.

Emery Thompson, Aurora. I received one of your Surprise Bb Cornets three months ago, and, after giving it a thorough trial, can say that it is a rare bargain for the money. The action is perfect, and for easy blowing it cannot be surpassed. It is equal to some horns costing twice as much.

The editor of the Daily Bread wheeled around in his chair and spoke to the new musical critic. "Mr. Fretus," he said, in a rasping voice, "did you do this writeup of last night's concert?" "Yes, sir."

"You speak of the audience 'drinking in the marvelous strains of the great orchestra.' How can anybody 'drink in' music?" "I suppose it might be done with a Rubinstein, sir," stiffly replied the new musical critic.

Wm. Nixdorf, Drummer G. A. R. Band, South Fork. Package received all right; thanks for your promptness; am well pleased with the Patent Snare; would not be without them; the drum has a different tone. Will do my utmost and recommend them to other parties.

Prof. F. E. Curtis, Yorkville. The Case came to hand and has proved very satisfactory; all the goods received from your house are A1; will order a bow, as I think I can get a perfect one from you.

W. F. Spaltholz, Horicon. Received the Clarinet I ordered in good condition and am glad to say found it perfect in every way; it has an excellent tone and can't be beat by any high-priced instrument.

The collection of instruments in the Berlin Royal Museum has been enriched by the addition of thirty Chinese instruments. Many of them are drums, of which the Chinese possess a variety. The Chinese are, in their own opinion, far in advance of us musically, and who knows but that they are right? The most "advanced" of all compositions, Richard Strauss' "Hero of Life," has a section which sounds for all the world like Chinese music. We are evidently getting there. As for drums, an English critic, in speaking of Beethoven's violin concerto, which begins with four beats of the drum, literally solo, remarks that "until Beethoven's time the drum had, with rare exceptions, been used as a mere means of producing noise—of increasing the din of the fortes; but Beethoven, with that feeling of affection which he had for the humblest members of the orchestra, has here raised it to the rank of a solo instrument."

"Can you sing?" said the theatrical manager. "Not the least in the world," replied the applicant for a job. "Can you dance?" "Not a bit." "Then what use do you suppose, young lady, we could make of you as a member of our company?" "You ought to see me try to do a song and dance. It's the funniest thing in the world."

Herbert Green, Burlington. The C Shank for the Bb Cornet, which I ordered of you, received. I have found it to be a fine piece of work for the money and in first-class condition. Hope those who read this will profit by it.

D. E. Meek, Emmett. I had an experienced violinist examine the violin you sent me and he pronounced it all right and a good investment. I am well pleased with the whole outfit. I feel that you have done just what you advertised to do and I shall use my influence for your good. Please accept my thanks for your prompt and fair dealing with me.

A. D. Hunt, Bandmaster Ironton Colored Band, Ironton. We received the Surprise Trombone you sent us and we like it. Too much praise cannot be said about the instrument, and it is just as good as lots of instruments I have seen for higher prices.

Immediately after the opening of the new German Museum at Nuremberg by the Kaiser, Prof. Jacoby handed him an ancient Roman bugle, lately discovered in the soil near Julius Caesar's old fortress on the Rhine, known as the Saalsburg.

A veteran of several wars was ordered up and the Kaiser told him to blow. He did, but produced only harsh noises. "You will never play 'God Save the King' if you go on that way," said William, who grabbed the horn and without wiping the mouthpiece raised it to his own lips.

The Kaiser tried hard to get some music out of the thing, but succeeded no better than the veteran. "Well," said William, at last, laying aside the bugle, "there is a cigar for you, anyhow." The soldier accepted and with profuse thanks placed the weed in his pocket.

"No," cried the Kaiser, "you must smoke it." "With your Majesty's permission I must show it to my wife first. She is a Tartar, and would never forgive me if I smoked it except in her presence."

"Then have another for the benefit of your Xantippe, but the first you shall light right away. As a soldier you ought to know better than disobey the war lord even in so small a matter."

John T. Bennett, East Pittsburg Turn-Verein Band, East Pittsburg. Received the Premier Snare Drum you sent me. Am more than pleased with it. I have been playing a drum for almost twenty years and never had a drum I liked so well; the improved tightener is grand.

F. J. Showers, Orangeville. The Violin which I received several months ago is a "hummer." It has also proved satisfactory in every respect. For the money I invested it is simply a surprise. Also the violin has improved and would not sell for double the money. I shall recommend your instruments to all who intend making purchases in that line.

Geo. P. Orr, Christiana. Violin Case received in good condition and is perfectly satisfactory in every detail.

T. H. Narvison, Kindred. Received the Surprise Slide Trombone and am delighted with it for its good tones and easy blowing, and it is worth twice the amount paid for it.

"You know, dear," she said, "when we were married, you said that my possession made you the richest man in the world." "Yes, darling, and so it did." "Will—a—then, do you think you could spare me a quarter?"

Caspar Simonds, Collinsville. Received the two W. Hillyard Trombones and they are fine, especially on the lower notes, which are usually bad on cheap trombones. We are more than pleased with them.

Chas. W. A. Cornish, Pass Christian. The two Lamps purchased of you received O. K. and give entire satisfaction; they give a good, strong light. The boys are immensely pleased with them. I don't think there is any better made; they are the acme of simplicity and durability.

John P. Kelley, Providence. Violin Bow and Strings arrived in good shape and was very much pleased with them. Any one buying goods of your firm will receive excellent value and prompt treatment.

King George of Hanover was greatly taken up with Joseph Joachim at the time when this great violinist was "concert-meister" at his court. At an age when talent is generally just developing, Joachim already enjoyed so great a reputation that even the greatest colleagues yielded the first place in their ranks to him without a murmur. The critics ceased from their professional scrutiny to join in singing the praises of the master and his exquisite rendering of all that is most beautiful in music. The King not only admired Joachim for his musicianship, but entertained a personal regard for him, and treated him on terms of intimate friendship; the King showed his esteem for Joachim by appointing him "Konzertdirektor," a post created for him after he had given up his position as the "Konzertmeister" at the opera house. How free Joachim's relations with the King were is illustrated by the following story.

The bandmaster of one of the Hanoverian regiments had trained his men so well that they could play some of the easier overtures for full orchestra, and even Beethoven's First Symphony most creditably. In order to obtain a professional opinion of some weight on the performance of his band, the bandmaster, a Saxon by birth, invited Joachim to a rehearsal and played some of these pieces to him. Joachim considered the performance very creditable and praised the bandmaster warmly. When he came to the court a few days later, the King said to him, "Herr Joachim, I have been commissioned to ask you something. The Saxon bandmaster told me this morning at the parade that his band played to you and that you had been pleased with their performance." Joachim, "Yes, your Majesty, the man acquitted himself excellently." The King, "Oh! then I can reassure him. For he said to me 'Your Majesty must know that the Herr Konzertdirektor Joachim is such an awfully polite man that I don't put much faith in his compliments. Will you do me the favor to sound Herr Joachim and find out whether he really meant what he said?'"

H. J. Redmond, Jr., Adelaide. I have given your Cornet a thorough test and find it perfect in tune and tone as represented. I think it is a great bargain for the money, as it is highly appreciated by good musicians. Thanks for your promptness in filling my order.

H. Nott, Hiawatha. Received the Violin Bow all O. K., and must say it is a fine one. In looking over your catalogue I find that I can save twenty-five per cent. on all purchases. Thanks for your promptness. I always expect to remain a customer.

R. Yales, Toms River. I want to recommend my Trombone purchased of you about a year ago. It has been in steady use ever since and to-day is as good as ever. It also holds its plating.

Geestring—"What're you kicking about? I thought you said you like music." Sourish—"Well, so I did. But what's that got to do with what you're doing?"

August H. Kindler, Ware. Received the Snare Drum all right and have found it satisfactory in every respect. Thank you very much for sending such an excellent instrument for the money.

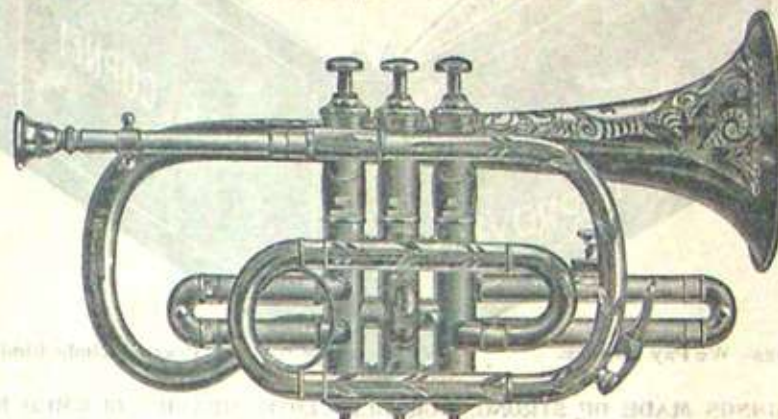
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Handsomely Engraved All Over, Silver Plated, Satin Finish, Inside of Bell Gold Plated.

A Wonderful Surprise to All. PERFECT IN TUNE AND TONE. Greatest Value Ever Offered for the Money. WILL BE SHIPPED TO ANY ADDRESS, C. O. D., SUBJECT TO SIX DAYS' TRIAL.

These instruments are made by a reputable foreign maker, are well made; in perfect tune and tone; the model is equal to the finest imported cornet; the pistons are German silver. Being engraved all over and silver plated, with inside of bell gold plated, they present a very attractive and handsome appearance and look equal to instruments costing a great deal more money. Although cheap they are good instruments, and were it not for the reason that we placed a large contract during dull times they would have to be sold for a much higher price.



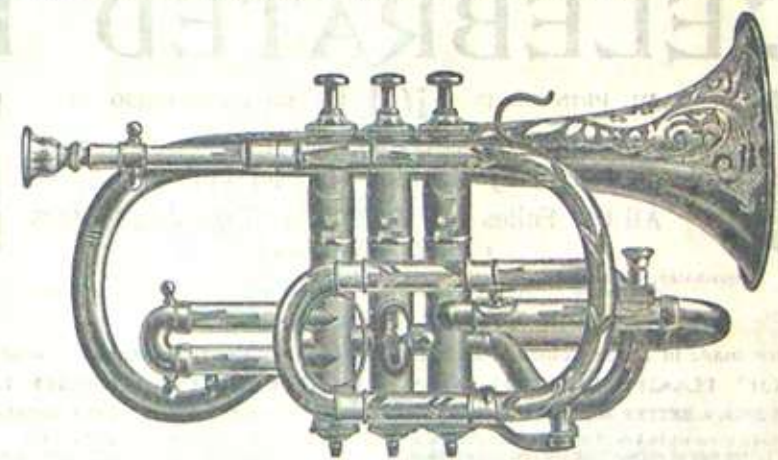
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\$13.50

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A and Bb Shanks Furnished with Each Instrument.

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\$17.75. Bb Cornet—Double Water Key, Handsomely Engraved All Over, Silver Plated, Satin Finish, Inside of Bell Gold Plated.

\$17.75

LEATHER CASES.

We make and can furnish from stock, a Fine Leather, Flannel Lined Satchel Case, including Shoulder Strap, which, when purchased with this Cornet, we offer for \$1.35.

THE SURPRISE—Bb CORNET—DOUBLE WATER KEY.

A and Bb Shanks Furnished with Each Instrument.

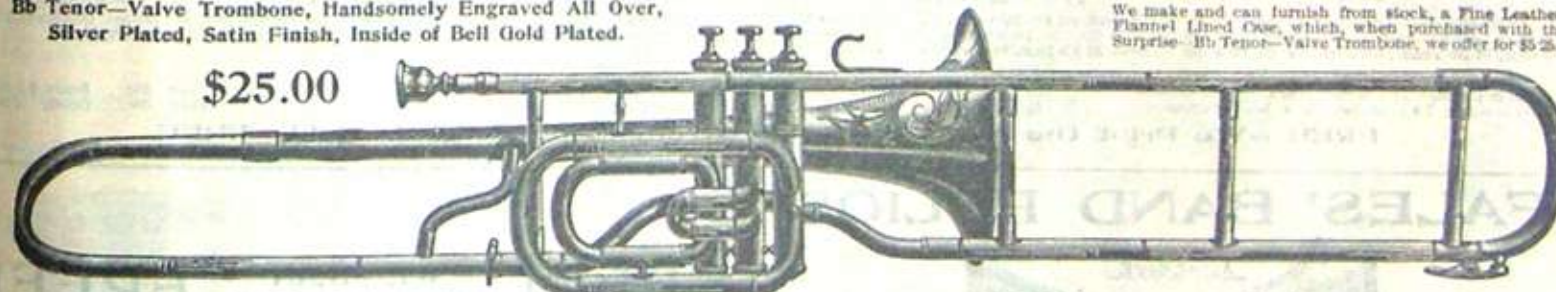
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\$25.00. Bb Tenor—Valve Trombone, Handsomely Engraved All Over, Silver Plated, Satin Finish, Inside of Bell Gold Plated.

\$25.00

LEATHER CASES.

We make and can furnish from stock, a Fine Leather, Flannel Lined Case, which, when purchased with the Surprise—Bb Tenor—Valve Trombone, we offer for \$5.25.



THE SURPRISE—Bb TENOR—VALVE TROMBONE—LONG MODEL.

No. 102 Handsomely engraved, silver plated, satin finish, inside of bell gold plated, silver plated mouthpiece and silver plated music lyre (x) \$25.00

LEATHER CASES. We make and can furnish from stock, a Fine Leather, Flannel Lined Case, which, when purchased with the Surprise—Bb Tenor—Slide Trombone, we offer for \$5.25.

Bb Tenor—Slide Trombone, Handsomely Engraved All Over, Silver Plated, Satin Finish, Inside of Bell Gold Plated

\$15.00



THE SURPRISE—Bb TENOR—SLIDE TROMBONE.

No. 103 Handsomely engraved, silver plated, satin finish, inside of bell gold plated, silver plated mouthpiece and silver plated music lyre (x) \$15.00

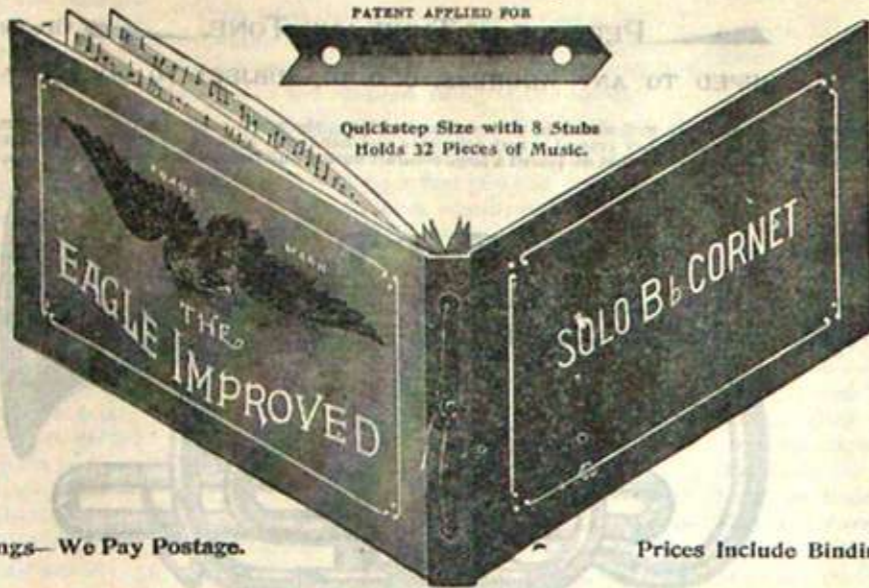
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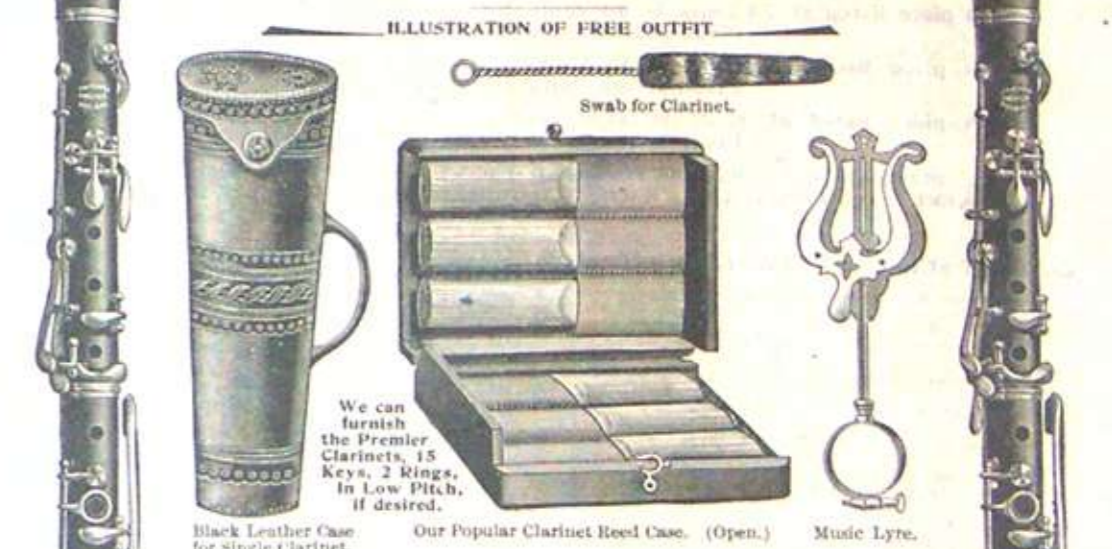
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1052	Masaniello—Selection from Auber's Opera, Arr. by Wm. F. Kretschmer	1100	La Gazza Ladra Overture, Rossini, Arr. by Wm. F. Kretschmer
1053	Dance Annamite (Arabian Characteristic), H. Maquet, Arr. by M. Akst	1110	Fidella Overture, Boettcher, Arr. by Wm. F. Kretschmer
1054	Parade de la Reine (Scene de Ballet), Schmidt-Berka, Arr. by Wm. F. Kretschmer	1111	God Fan Tutti Overture, F. Mart, Arr. by Wm. F. Kretschmer
1055	Quintette—Romance without Words, L. Grighi, Arr. by Wm. F. Kretschmer	1112	Ernst Gavotte, Franz Brundl, Arr. by M. Akst
1056	Eloise's Gavotte, H. Tombois, Arr. by Wm. F. Kretschmer	1113	Pierrot's Lullaby, Arr. by Wm. F. Kretschmer
1057	A Flight of Fancy Caprice, Eugene P. Myers, Arr. by M. Akst	1114	Morning Serenade (Altohae a ma ma), Auguste Bosc
1058	Wasser Jubel (Vienna Jubilee) Overture, Franz von Suppe, Arr. by Wm. F. Kretschmer	1115	Dance of the Dervishes, A. H. Cohen, Arr. by F. Beyer
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1062	Polka Overture, L. van Beethoven, Arr. by Wm. F. Kretschmer	1119	Ballroom Whispers (Ballgarden)—Intermezzo, Arr. by Wm. F. Kretschmer
1063	Serenade d'Amour, F. von Blon, Arr. by M. Akst	1120	Cyralle Song, M. Hauser, Arr. by Wm. F. Kretschmer
1064	Le Secret—Intermezzo Pianissimo, Leonard Gaertner, Arr. by Wm. F. Kretschmer	1121	Musnet—Madame la Marquise, Victor Delacour, Arr. by Wm. F. Kretschmer
1065	Moriana (Arabian Dance), G. Eplonius, Arr. by M. Akst	1122	Fete Waltz—Gavotte, O. Conquet, Arr. by Wm. F. Kretschmer
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1067	Silver Myrtle Gavotte, R. Ellenshaw, Arr. by M. Akst	1142	Jolly Yellows Overture, F. von Blon, Arr. by Wm. F. Kretschmer
1068	The Belle of Seville Gavotte, A. Cailuka, Arr. by M. Akst	1152	A Jolly Crowd—Medley Lancers, Arr. by F. Beyer
1069	Scenes Flakes—Moroccan Characteristic, Theodor Thilo, Arr. by Wm. F. Kretschmer	1153	Olds and Ends—Medley Lancers, Arr. by F. Beyer
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1073	"Giraffe" Overture, Adam, Arr. by Wm. F. Kretschmer	1157	Swelling on the Water, Michael Waban, Arr. by Wm. F. Kretschmer
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		1162	Scenes Provencales—Valse Lento, Edouard Cammerme
		1163	Southern Melodies—Medley of Plantation Songs, Arr. by F. Beyer
		1164	Scottish Melodies—Medley Overture, Arr. by Mackie-Beyer
		1165	Yale Blues, Alfred Margis
		1166	Songs of Germany, Arr. by Mackie-Beyer
		1167	Dance of the Sylphs (Sylphen-Tanz)—From Faust, H. Berlioz, Arr. by Wm. F. Kretschmer
		1168	Tristano—Song without Words, E. Mazanec, Arr. by Wm. F. Kretschmer
		1169	Moments Musicales, F. Schubert, Arr. by Wm. F. Kretschmer

MEDLEY OVERTURES.

1067	A Merry-Go-Round—Medley Overture, Arr. by F. Beyer	1097	Happy Days in Georgia—Cakewalk, Chas. H. Koehler
1068	"My Ann Elizer," "Bessie Carey," "In the Sacramento Valley," "On the Day That Dewey Came Home," "I Love Dat Man," "I've Waited Honey, Waited Long for You," "Finnale, Red—Smoky Joke"	1098	La Pion Belle Waltzes, Waldteufel, Arr. by M. Akst
1069	In Gay Bohemia—Medley Overture, Arr. by F. Beyer	1099	Bourgeois Love, Corviale's Romantic Waltzes, Arr. by M. Akst
1070	Introduces the following great "hits": "Enter None," "By the Banks of the Shannon," "Phoebe Johnson," "She's All Right, Just the Same," "You Won't Go Any More," "She May Be Somebody's Mother," "While Uncle Sam Goes Marching into Cuba," "Finnale, Red—Hot Stuff," "Sporting Life—Medley Overture, Arr. by F. Beyer	1100	A Happy Coon Cakewalk and March, F. Beyer
1071	Contains the following popular songs: "The Belle of Honolulu," "She Is Mine, Is He Pried Than Consented," "I Love You Best, Mamma Dear," "Florida," "I've Scolded You Off Ma Lid," "The Song That Will Live Forever," "I Want My Lulu," "Finnale, Red—Hot Stuff," "A Hot Combination—Medley Overture, Arr. by F. Beyer	1101	My Girl (My Star) Gavotte, Theo. G. Baettger
1072	Introduces Howard and Emerson's popular "Honey, I Do Love You," Chas. K. Harris' great hit, "You Slighted Me," and "Ma Baby Girl," the famous success, "The Mick Who Threw the Brick," and "I Ain't Seen No Messenger Boy"; Rosenfeld's latest hit, "I'll Be an Old Man's Darling, Not a Young Man's Slave," and the catchy melody of "You're the Only One."	1102	La Gazza Ladra Overture, Rossini, Arr. by Wm. F. Kretschmer
1073	A High Ball—Medley Overture, Arr. by F. Beyer	1103	Fidella Overture, Boettcher, Arr. by Wm. F. Kretschmer
1074	Introduces the following popular "hits": "She Is Mine to Be Pried Than Consented," "My Gal from New Orleans," "The Star and the Flower," "Ma Li Hung Chinese Queen," "She's a Queen," "Hello, Central, Give Me Heaven," "Weird," and "The Mobile Prince Cakewalk"	1104	God Fan Tutti Overture, F. Mart, Arr. by Wm. F. Kretschmer
1075	Something Doing—Medley Overture, Arr. by F. Beyer	1105	Ernst Gavotte, Franz Brundl, Arr. by M. Akst
1076	Introduces popular "song hits" by Chas. K. Harris: "She's the Only Lady Friend," "I Know," "For Old Times' Sake," "The Tin God," "The Star and the Flower," "Ma Li Hung Chinese Queen," "You Gonna I Do," "I've a Longing in My Heart for You Louisa," "The Comedy King"	1106	Pierrot's Lullaby, Arr. by Wm. F. Kretschmer
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1078	Introduces "My Carolina Cavalier," "By the Dreamy Nymphs Long Ago," "Sally Moore," "My Moonbeam Babe," "Good Morning Carrie," "Love Me, Love Me, Honey, Do."	1108	Dance of the Dervishes, A. H. Cohen, Arr. by F. Beyer
1079	A Jolly Crowd—Medley Lancers, Arr. by F. Beyer	1109	Departement Arabes, Edouard Cammerme
1080	Introduces "I'll Be a Sister to You," "Mamma, Don't Be Cross with Me," "My Old Fashioned Girl," "Florida," "The Belle of Honolulu."	1110	La Cinqtaine, Gabriel Marie, Arr. by Wm. F. Kretschmer
1081	A Jolly Crowd—Medley Lancers, Arr. by F. Beyer	1111	Serenade des Mousquetaires, Ed. Cammerme, Arr. by Wm. F. Kretschmer
1082	Introduces "I'll Be a Sister to You," "Mamma, Don't Be Cross with Me," "My Old Fashioned Girl," "Florida," "The Belle of Honolulu."	1112	Ballroom Whispers (Ballgarden)—Intermezzo, Arr. by Wm. F. Kretschmer
1083	A Jolly Crowd—Medley Lancers, Arr. by F. Beyer	1113	Cyralle Song, M. Hauser, Arr. by Wm. F. Kretschmer
1084	Introduces "I'll Be a Sister to You," "Mamma, Don't Be Cross with Me," "My Old Fashioned Girl," "Florida," "The Belle of Honolulu."	1114	Musnet—Madame la Marquise, Victor Delacour, Arr. by Wm. F. Kretschmer
1085	A Jolly Crowd—Medley Lancers, Arr. by F. Beyer	1115	Fete Waltz—Gavotte, O. Conquet, Arr. by Wm. F. Kretschmer
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1087	A Jolly Crowd—Medley Lancers, Arr. by F. Beyer	1117	Jolly Yellows Overture, F. von Blon, Arr. by Wm. F. Kretschmer
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1089	A Jolly Crowd—Medley Lancers, Arr. by F. Beyer	1119	Olds and Ends—Medley Lancers, Arr. by F. Beyer
1090	Introduces "I'll Be a Sister to You," "Mamma, Don't Be Cross with Me," "My Old Fashioned Girl," "Florida," "The Belle of Honolulu."	1120	Introduces the following popular hits: "What Is a Home Without Love," "You're the Only One," "The Tin God," "I'll Be an Old Man's Darling, Not a Young Man's Slave," "I'll Be an Old Man's Darling, Not a Young Man's Slave," and the catchy melody of "You're the Only One."
1091	A Jolly Crowd—Medley Lancers, Arr. by F. Beyer	1121	Edwards—The Golden Land Overture, A. S. Bowman
1092	Introduces "I'll Be a Sister to You," "Mamma, Don't Be Cross with Me," "My Old Fashioned Girl," "Florida," "The Belle of Honolulu."	1122	(True Love—Moroccan Characteristic, W. F. Kretschmer)
1093	A Jolly Crowd—Medley Lancers, Arr. by F. Beyer	1123	Swelling on the Water, Michael Waban, Arr. by Wm. F. Kretschmer
1094	Introduces "I'll Be a Sister to You," "Mamma, Don't Be Cross with Me," "My Old Fashioned Girl," "Florida," "The Belle of Honolulu."	1124	Lively Hotchkiss—Characteristic Dance, Geo. Youker
1095	A Jolly Crowd—Medley Lancers, Arr. by F. Beyer	1125	Maids of Ballet, A. Cailuka, Arr. by Wm. F. Kretschmer
1096	Introduces "I'll Be a Sister to You," "Mamma, Don't Be Cross with Me," "My Old Fashioned Girl," "Florida," "The Belle of Honolulu."	1126	Hotel Whispers, Victor Delacour
1097	A Jolly Crowd—Medley Lancers, Arr. by F. Beyer	1127	Mandolin Serenade, A. Juergensen
1098	Introduces "I'll Be a Sister to You," "Mamma, Don't Be Cross with Me," "My Old Fashioned Girl," "Florida," "The Belle of Honolulu."	1128	Scenes Provencales—Valse Lento, Edouard Cammerme
1099	A Jolly Crowd—Medley Lancers, Arr. by F. Beyer	1129	Southern Melodies—Medley of Plantation Songs, Arr. by F. Beyer
1100	Introduces "I'll Be a Sister to You," "Mamma, Don't Be Cross with Me," "My Old Fashioned Girl," "Florida," "The Belle of Honolulu."	1130	Scottish Melodies—Medley Overture, Arr. by Mackie-Beyer
1101	A Jolly Crowd—Medley Lancers, Arr. by F. Beyer	1131	Yale Blues, Alfred Margis
1102	Introduces "I'll Be a Sister to You," "Mamma, Don't Be Cross with Me," "My Old Fashioned Girl," "Florida," "The Belle of Honolulu."	1132	Songs of Germany, Arr. by Mackie-Beyer
1103	A Jolly Crowd—Medley Lancers, Arr. by F. Beyer	1133	Dance of the Sylphs (Sylphen-Tanz)—From Faust, H. Berlioz, Arr. by Wm. F. Kretschmer
1104	Introduces "I'll Be a Sister to You," "Mamma, Don't Be Cross with Me," "My Old Fashioned Girl," "Florida," "The Belle of Honolulu."	1134	Tristano—Song without Words, E. Mazanec, Arr. by Wm. F. Kretschmer
1105	A Jolly Crowd—Medley Lancers, Arr. by F. Beyer	1135	Moments Musicales, F. Schubert, Arr. by Wm. F. Kretschmer

MEDLEY LANCERS.

1067	Merry Maidens—Medley Lancers, Arr. by F. Beyer	1107	Happy Days in Georgia—Cakewalk, Chas. H. Koehler
1068	Introduces "I'll Be a Sister to You," "Mamma, Don't Be Cross with Me," "My Old Fashioned Girl," "Florida," "The Belle of Honolulu."	1108	La Pion Belle Waltzes, Waldteufel, Arr. by M. Akst
1069	A Jolly Crowd—Medley Lancers, Arr. by F. Beyer	1109	Bourgeois Love, Corviale's Romantic Waltzes, Arr. by M. Akst
1070	Introduces "I'll Be a Sister to You," "Mamma, Don't Be Cross with Me," "My Old Fashioned Girl," "Florida," "The Belle of Honolulu."	1110	A Happy Coon Cakewalk and March, F. Beyer
1071	A Jolly Crowd—Medley Lancers, Arr. by F. Beyer	1111	My Girl (My Star) Gavotte, Theo. G. Baettger
1072	Introduces "I'll Be a Sister to You," "Mamma, Don't Be Cross with Me," "My Old Fashioned Girl," "Florida," "The Belle of Honolulu."	1112	La Gazza Ladra Overture, Rossini, Arr. by Wm. F. Kretschmer
1073	A Jolly Crowd—Medley Lancers, Arr. by F. Beyer	1113	Fidella Overture, Boettcher, Arr. by Wm. F. Kretschmer
1074	Introduces "I'll Be a Sister to You," "Mamma, Don't Be Cross with Me," "My Old Fashioned Girl," "Florida," "The Belle of Honolulu."	1114	God Fan Tutti Overture, F. Mart, Arr. by Wm. F. Kretschmer
1075	A Jolly Crowd—Medley Lancers, Arr. by F. Beyer	1115	Ernst Gavotte, Franz Brundl, Arr. by M. Akst
1076	Introduces "I'll Be a Sister to You," "Mamma, Don't Be Cross with Me," "My Old Fashioned Girl," "Florida," "The Belle of Honolulu."	1116	Pierrot's Lullaby, Arr. by Wm. F. Kretschmer
1077	A Jolly Crowd—Medley Lancers, Arr. by F. Beyer	1117	Morning Serenade (Altohae a ma ma), Auguste Bosc
1078	Introduces "I'll Be a Sister to You," "Mamma, Don't Be Cross with Me," "My Old Fashioned Girl," "Florida," "The Belle of Honolulu."	1118	Dance of the Dervishes, A. H. Cohen, Arr. by F. Beyer
1079	A Jolly Crowd—Medley Lancers, Arr. by F. Beyer	1119	Departement Arabes, Edouard Cammerme
1080	Introduces "I'll Be a Sister to You," "Mamma, Don't Be Cross with Me," "My Old Fashioned Girl," "Florida," "The Belle of Honolulu."	1120	La Cinqtaine, Gabriel Marie, Arr. by Wm. F. Kretschmer
1081	A Jolly Crowd—Medley Lancers, Arr. by F. Beyer	1121	Serenade des Mousquetaires, Ed. Cammerme, Arr. by Wm. F. Kretschmer
1082	Introduces "I'll Be a Sister to You," "Mamma, Don't Be Cross with Me," "My Old Fashioned Girl," "Florida," "The Belle of Honolulu."	1122	Ballroom Whispers (Ballgarden)—Intermezzo, Arr. by Wm. F. Kretschmer
1083	A Jolly Crowd—Medley Lancers, Arr. by F. Beyer	1123	Cyralle Song, M. Hauser, Arr. by Wm. F. Kretschmer
1084	Introduces "I'll Be a Sister to You," "Mamma, Don't Be Cross with Me," "My Old Fashioned Girl," "Florida," "The Belle of Honolulu."	1124	Musnet—Madame la Marquise, Victor Delacour, Arr. by Wm. F. Kretschmer
1085	A Jolly Crowd—Medley Lancers, Arr. by F. Beyer	1125	Fete Waltz—Gavotte, O. Conquet, Arr. by Wm. F. Kretschmer
1086	Introduces "I'll Be a Sister to You," "Mamma, Don't Be Cross with Me," "My Old Fashioned Girl," "Florida," "The Belle of Honolulu."	1126	Air de Ballet—Intermezzo, E. Gnaner, Arr. by M. Akst
1087	A Jolly Crowd—Medley Lancers, Arr. by F. Beyer	1127	Jolly Yellows Overture, F. von Blon, Arr. by Wm. F. Kretschmer
1088	Introduces "I'll Be a Sister to You," "Mamma, Don't Be Cross with Me," "My Old Fashioned Girl," "Florida," "The Belle of Honolulu."	1128	A Jolly Crowd—Medley Lancers, Arr. by F. Beyer
1089	A Jolly Crowd—Medley Lancers, Arr. by F. Beyer	1129	Olds and Ends—Medley Lancers, Arr. by F. Beyer
1090	Introduces "I'll Be a Sister to You," "Mamma, Don't Be Cross with Me," "My Old Fashioned Girl," "Florida," "The Belle of Honolulu."	1130	Introduces the following popular hits: "What Is a Home Without Love," "You're the Only One," "The Tin God," "I'll Be an Old Man's Darling, Not a Young Man's Slave," "I'll Be an Old Man's Darling, Not a Young Man's Slave," and the catchy melody of "You're the Only One."
1091	A Jolly Crowd—Medley Lancers, Arr. by F. Beyer	1131	Edwards—The Golden Land Overture, A. S. Bowman
1092	Introduces "I'll Be a Sister to You," "Mamma, Don't Be Cross with Me," "My Old Fashioned Girl," "Florida," "The Belle of Honolulu."	1132	(True Love—Moroccan Characteristic, W. F. Kretschmer)
1093	A Jolly Crowd—Medley Lancers, Arr. by F. Beyer	1133	Swelling on the Water, Michael Waban, Arr. by Wm. F. Kretschmer
1094	Introduces "I'll Be a Sister to You," "Mamma, Don't Be Cross with Me," "My Old Fashioned Girl," "Florida," "The Belle of Honolulu."	1134	Lively Hotchkiss—Characteristic Dance, Geo. Youker
1095	A Jolly Crowd—Medley Lancers, Arr. by F. Beyer	1135	Maids of Ballet, A. Cailuka, Arr. by Wm. F. Kretschmer
1096	Introduces "I'll Be a Sister to You," "Mamma, Don't Be Cross with Me," "My Old Fashioned Girl," "Florida," "The Belle of Honolulu."	1136	Hotel Whispers, Victor Delacour
1097	A Jolly Crowd—Medley Lancers, Arr. by F. Beyer	1137	Mandolin Serenade, A. Juergensen
1098	Introduces "I'll Be a Sister to You," "Mamma, Don't Be Cross with Me," "My Old Fashioned Girl," "Florida," "The Belle of Honolulu."	1138	Scenes Provencales—Valse Lento, Edouard Cammerme
1099	A Jolly Crowd—Medley Lancers, Arr. by F. Beyer	1139	Southern Melodies—Medley of Plantation Songs, Arr. by F. Beyer
1100	Introduces "I'll Be a Sister to You," "Mamma, Don't Be Cross with Me," "My Old Fashioned Girl," "Florida," "The Belle of Honolulu."	1140	Scottish Melodies—Medley Overture, Arr. by Mackie-Beyer
1101	A Jolly Crowd—Medley Lancers, Arr. by F. Beyer	1141	Yale Blues, Alfred Margis
1102	Introduces "I'll Be a Sister to You," "Mamma, Don't Be Cross with Me," "My Old Fashioned Girl," "Florida," "The Belle of Honolulu."	1142	Songs of Germany, Arr. by Mackie-Beyer
1103	A Jolly Crowd—Medley Lancers, Arr. by F. Beyer	1143	Dance of the Sylphs (Sylphen-Tanz)—From Faust, H. Berlioz, Arr. by Wm. F. Kretschmer
1104	Introduces "I'll Be a Sister to You," "Mamma, Don't Be Cross with Me," "My Old Fashioned Girl," "Florida," "The Belle of Honolulu."	1144	Tristano—Song without Words, E. Mazanec, Arr. by Wm. F. Kretschmer
1105	A Jolly Crowd—Medley Lancers, Arr. by F. Beyer	1145	Moments Musicales, F. Schubert, Arr. by Wm. F. Kretschmer

TWENTIETH CENTURY JOURNAL FOR ORCHESTRA—Continued.

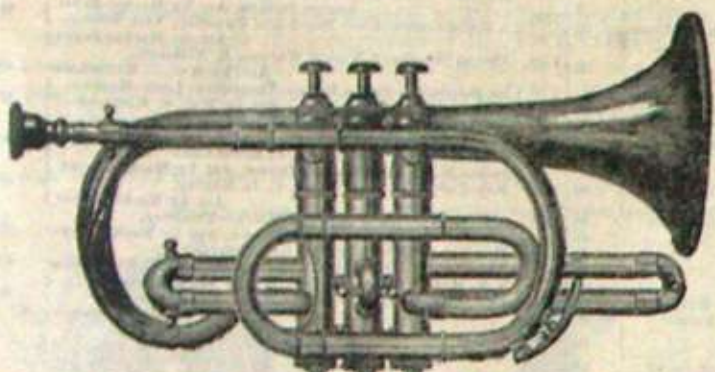
DANCE MUSIC FOR ORCHESTRA.

1061	Charle's Battalion March, Richard Stahl	1132	Just on Time Galop, John A. Armstrong
1062	Des Petits Pierrots March, Auguste Bosc, Arr. by M. Akst	1133	Polka Polka, Wm. F. Kretschmer
1063	Yankee Fair March—Two-Step, Arthur Pryor, Sousa's Band	1134	Belle of New York March, Tom Clark
1064	Festival Joy March—Two-Step, Jas. M. Fullon	1135	The Rivals March, Itzel-Fulton
1065	Coastway Carnival (Characteristic) Two-Step March, Louis Myll	1136	Mountain Rose Waltzes, A. S. Bowman
1066	The Bachelor Belle Two-Step March, G. B. White	1137	Lovely Ours (High Alms) Waltzes, E. Waldteufel
1067	The Cake Winner (Characteristic) Two-Step March, Robert Cune	1138	Screen de Carnaval Polka, Wm. F. Kretschmer
1068	The Dancing Girl Waltzes, Robert Cune	1139	Perpetuum Mobile March, Franz von Blon
1069	The Great Ruby Two-Step March, T. W. Hindley	1140	First Brigade L. N. G. March, A. F. Welton
1070	A Bar Time Picnic (Characteristic) Two-Step March, Emil Zeise	1141	Our Leader March, F. Winstel
1071	The Jolly Smugglers March and Two-Step, Ritter Fitzgerald, Arr. by M. Akst	1142	Joy of Life March—Polka, Wm. F. Kretschmer
1072	My Dream (Moi Reve) Waltzes, Waldteufel, Arr. by M. Akst	1143	All on Board Galop, Richard Stahl
1073	Rinky Kinky—An Afro-American Two-Step, Jas. M. Fullon	1144	Heart to Heart Polka, Wm. F. Kretschmer
1074	With Laurel Wreaths and Swords March, F. von Blon	1145	Telegram (Telegramme) Waltzes, Johann Strauss
1075	Salute the Colors March (Patriotic), Warner Croody	1146	Merry Companions Polka—March, E. Leblan
1076	Under the Flag of Victory March, F. von Blon	1147	Little Nell—Song and Dance Schottische, Arthur Pryor
1077	Love's Proposal Waltzes, F. von Blon, Arr. by M. Akst	1148	Liberty Bells March, Wm. F. Kretschmer
1078	Down the Line March—Two-Step, Jas. M. Fullon		

THE M. BRISSON & CIE,

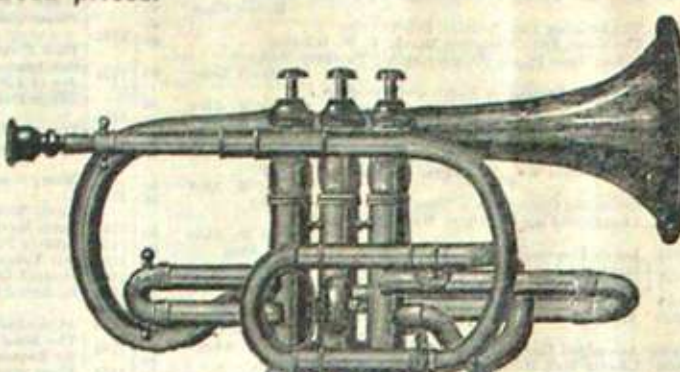
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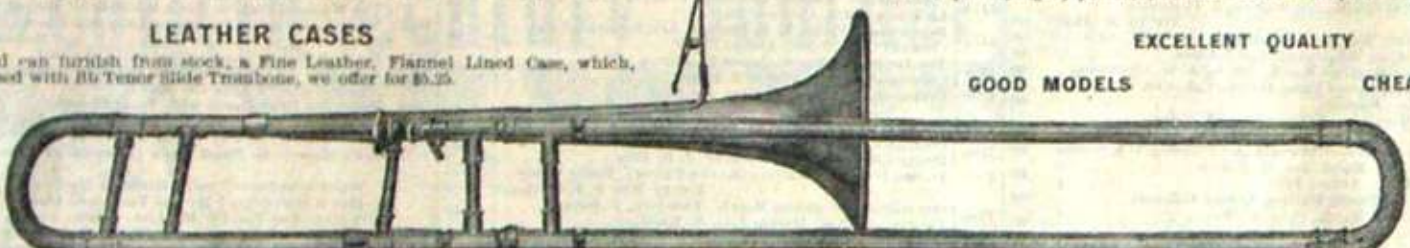


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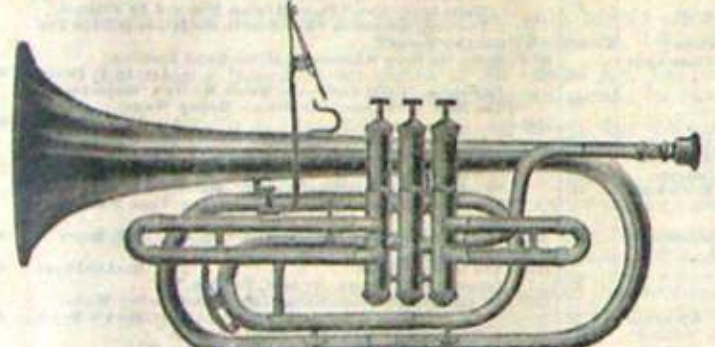
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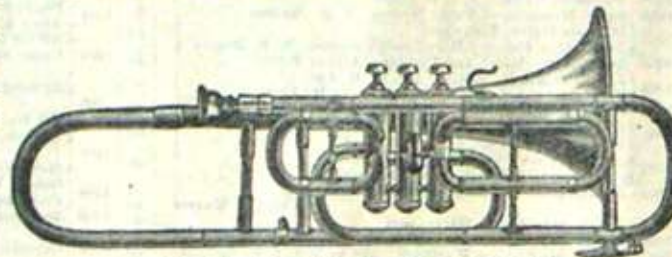
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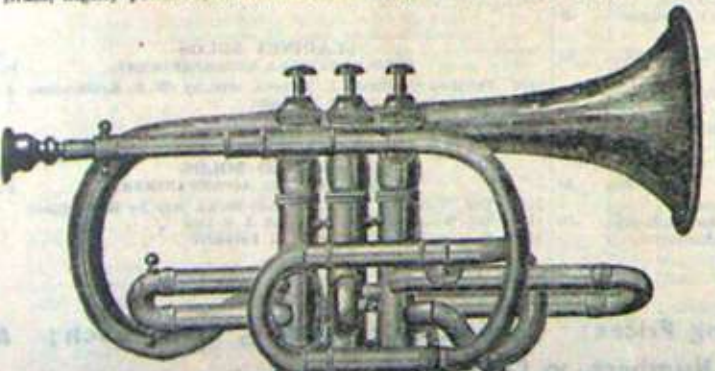
Bb TENOR VALVE TROMBONE

Brass, highly polished, German silver mouthpiece (X) \$14 80
Nickel plated, highly polished, German silver mouthpiece (X) \$17 80

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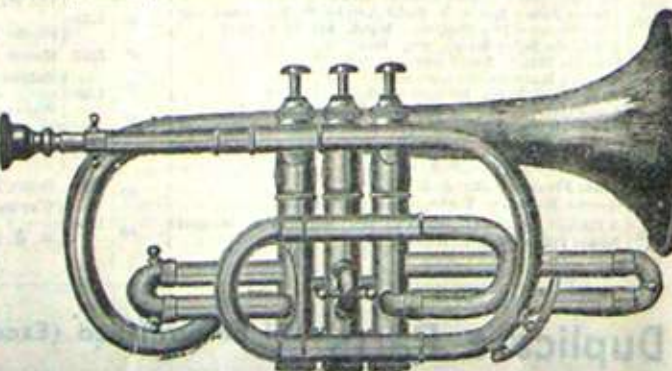
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C CORNET—DOUBLE WATER KEY

Brass, highly polished, German silver mouthpiece (X) \$10 44
Nickel plated, highly polished, German silver mouthpiece (X) 11 94



C CORNET—SINGLE WATER KEY

Brass, highly polished, German silver mouthpiece (X) \$ 9 57
Nickel plated, highly polished, German silver mouthpiece (X) 11 06

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Eb BASS—BELL UPRIGHT

Brass, highly polished, German silver mouthpiece (X) \$26 94
Nickel plated, highly polished, German silver mouthpiece (X) 30 77

LARGE

Brass, highly polished, German silver mouthpiece (X) \$28 31
Nickel plated, highly polished, German silver mouthpiece (X) 32 81

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To help you to do so is our object in offering this line of instruments.

THESE INSTRUMENTS HAVE
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GERMAN SILVER MOUTHPIECE
GERMAN SILVER PISTONS
FINE TONE LIGHT ACTION
IN PERFECT TUNE
STRICTLY FIRST-CLASS MODELS

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- With the Eb Alto—Bell Upright, \$4.90.
- With the Eb Alto—Valve Trombone, \$5.00.
- With the Bb Tenor—Bell Upright, \$6.15.
- With the Bb Baritone—Bell Upright, \$7.10.
- With the Bb Bass—Bell Upright, \$7.35.
- With the Eb Bass—Bell Upright, Medium, \$8.50.
- With the Eb Bass—Bell Upright, Large, \$9.00.



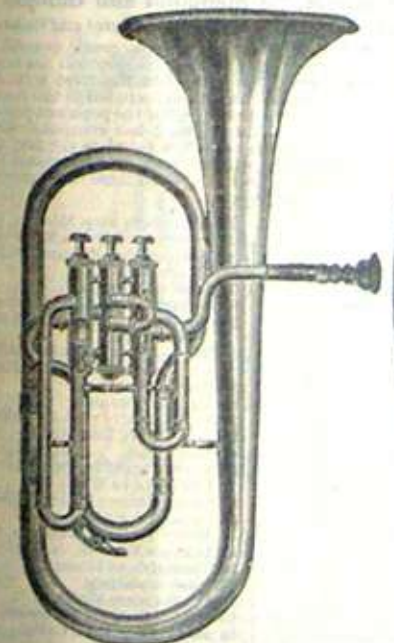
Bb BASS—BELL UPRIGHT

Brass, highly polished, German silver mouthpiece (X) \$19 16
Nickel plated, highly polished, German silver mouthpiece (X) 21 10

Bb BARITONE—BELL UPRIGHT

Brass, highly polished, German silver mouthpiece (X) \$16 25
Nickel plated, highly polished, German silver mouthpiece (X) 19 43

Lack of space prevents illustration of Bb Baritone. It is the same model as the Bb Bass, but a little smaller in size.



Eb ALTO—BELL UPRIGHT

Brass, highly polished, German silver mouthpiece (X) \$11 66
Nickel plated, highly polished, German silver mouthpiece (X) 14 06



Eb BASS—HELICON. MEDIUM

Brass, highly polished, German silver mouthpiece (X) \$33 60
Nickel plated, highly polished, German silver mouthpiece (X) 37 72

LARGE

Brass, highly polished, German silver mouthpiece (X) \$36 01
Nickel plated, highly polished, German silver mouthpiece (X) 41 15



Bb TENOR—BELL UPRIGHT

Brass, highly polished, German silver mouthpiece (X) \$14 85
Nickel plated, highly polished, German silver mouthpiece (X) 17 85

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- Gay and Gallant Polka.
- Good Luck Galop.
- Happy Old March.
- I Dreamt and Cried Schottische.
- Impassioned Dream Waltz.
- Josephine Waltz.
- Leland Polka.
- March of the Brownies.
- Marguerite Schottische.
- Martha—Selection.
- Myrtle Belle Schottische.
- Nadia Mazurka.
- Olympia March.
- On the Banks of the Mississippi Orpheus—Selection. (Waltz.)
- Parti Xipras Galop.
- Pretty Pink Mazurka.
- Red Rose Galop.
- Royal Blue Line March.
- Summer Night—Serenade.
- Sweet Content Mazurka.
- Trolley Polka.
- Within the Soul Mazurka.
- Zingara Polka Mazurka.

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- When—Song.
- Waltz-Fair March.
- Waltz-Bernadette.
- *Divertissement Arabes.
- *The Daughter of the Marine—Waltz.
- *Zola's Vivia March.
- *Liberty Fervent March.
- *Little Nell Schottische.
- *Dance of the Dervishes.
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- 6 Bridal Chorus (Lohengrin).
- 7 Ariel Galop.
- 8 Traumeri.
- 9 Intermesse—Cavalleria.
- 10 Sursumdeus.
- 11 In Old Madrid Waltz.
- 12 Wedding March.
- 13 Hornpipe Polka.
- 14 Fancy Dances.
- 15 Sacred Melodies.
- 16 Cradle Song.
- 17 Allen Where Art Thou.
- 18 Knollworth March.
- 19 Mandolin Serenade Waltz.
- 20 Loin Du Hal Waltz.
- 21 Belle of New York March.
- 22 Love's Dream After the Ball.
- 23 Spirit of the Moment Galop.
- 24 Jimmy's Wedding—Waltz.
- 25 Hi Tidder! Hi Ti Polka.
- 26 Lady Betsy (Old English Dance).
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- Kabo Club March—Two-Step.
- Kinky Headed Coon Schottische.
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- La Paloma—Spanish Fantasia.
- Little Tit Polka.
- Lively Hotentots—Characteristic.
- Behind Me.
- Sourire de Bachelard Waltz.
- Tinge Galop.
- Yieldis Mazurka.
- Love's Victory Waltz.
- Loving Eyes Gavotte.
- Magnolia Polka.
- My Last Farewell—Mexican Dance.
- Nadia—Selection.
- Royal Rose Schottische.
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- Sixes Last Rose of Summer.
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- 1 By the Cottage Gate Schot. 2 Trolley Polka. 3 Mystic Belle Schottische. 4 Love at First Sight Galop. 5 March of the Brownies. 6 Summer Night (serenade). 7 Leland Polka. 8 Edna Waltz. 9 Constance Mazurka. 10 I Dreamt and Grief Schot. 11 Blue Dress Mazurka. 12 Josephine Waltz. 13 Impassioned Dream Waltz. 14 Royal Blue Line March. 15 Love's Dream Waltz. 16 Over the Waves Waltz. 17 Duck on Davy Quadrille. 18 Arcadian Schottische. 19 Murmur of the Breezes Waltz. 20 Merry Dances Quadrille. 21 Modesta Lancers. 22 The Postman's March. 23 Little Girl Polka. 24 Post-Express Galop. 25 Delmar Lancers. 26 Best Easy Galop. 27 Arkuzam Mazurka. 28 Brilliant Polka.

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Edited and Revised by THOMAS A'BECKET.

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Easy Dance Music Written Especially for the Use of Young Orchestras.

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In playing a piece of music it is far more creditable to the orchestra and more appreciable by the audience if the piece is an easy one well played than a more difficult one scrambled through in an indifferent way. This collection is published to give young orchestras easy music, but fresh, interesting, and sparkling. As the composers were engaged to write especially for amateur orchestras and as they are men of experience and ability in this work, we have made a happy combination of the "right thing in the right place."

INSTRUMENTATION.—1st and 2d Violins, Viola, Bass (or Cello), 1st and 2d Cornets, Flute (or Piccolo), Clarinet, Trombone, 1st and 2d French Horns in D, Large and Small Drums and Piano. Also, extra part for Tuba (in flat keys) to take the place of string bass. The horn parts in D are playable on 1st and 2d Eb Alto (with a D Shank) as a substitute for 2d Violins. Trombone part is published in both Bass and Treble Clefs and can be played on Trombone, Tenor or Baritone. State, when you order, which Clef you desire.

CONTENTS.

- 1 Bang Up Galop. 2 Beautiful Rose Waltz. 3 Best of All Waltz. 4 Corinne Lancers. 5 Dainty Polka. 6 Eliza Johnson Schottische. 7 Red and Blue Quadrille. 8 Forest Song Waltz. 9 Hokey Pokey Quadrille. 10 Keopake Polka. 11 Latest Crazy Quadrille. 12 Lenox Club Lancers. 13 Lookout Polka. 14 Lydia Mazurka. 15 Midsummer Lancers. 16 Morrela Mazurka. 17 Music and Beauty Lancers. 18 Napolina March. 19 Old Glory March. 20 On the Way March. 21 Possum and de Coon Schot. 22 Sweet Content Mazurka. 23 Tid for Tid Galop. 24 Triloeses Quadrille. 25 Village Bell Waltz. 26 World of Dreams Waltz.

In paper binding, single parts, except Piano, 25c. Piano accompaniment, 50c.

A violin manufactured at Mantua, in 1601, over three hundred years ago, is owned by T. S. Jackson, of 438 Ariete street, Terre Haute, says the *Terre Haute Item*. The old instrument is prized very highly by its owner and is said to have a remarkably good tone. An inscription on the inside reads: "Glo: Batta Ruggeri, fecit in Mantua, 1601." It is said that the violin was pawned by a traveling showman to Mr. Plummer, of Marion, Ind., about fifty years ago. John Smith, a farmer, living near Sullivan, bought it from him and later Smith sold it to John Jackson, a brother to T. S. Jackson.

Clarence T. Brickle, Sag Harbor, D-Flute, No. 25, received in perfect order and am more than pleased with it. It is exactly what you represented it to be, and is a first-class instrument in every respect. I will recommend you to all of my friends who think of buying instruments or musical merchandise.

H. Olmstead, Glen Iron. Received the Surprise Bb Cornet and am more than pleased with it. It is a good cornet—blows easy, looks nice, and I would not give it for twice the money I paid for it. I must thank you for sending me such a fine cornet.

"Well, I'm glad the rag-time music is getting out of date," remarked the business man. "I'm sure it gave me indigestion." "Nonsense." "Fact; the orchestra at the restaurant where I take my lunch always played it, and I couldn't help keeping time with my jaws."—Philadelphia Press.

L. J. Godfrey, Girard. The Common Sense Violin Bow ordered from you arrived in good condition. I am well pleased with it and would not sell it for twice the amount I gave for it. Please accept my thanks for same, and also for promptness in shipping.

Prof. D. G. Cook, Little Rock. Your Bass Violin received and must say that it gave perfect satisfaction in every respect—perfect in tone and workmanship. I will recommend your Bases to anyone. We use a good deal of your music, and in the future you will receive all music orders.

The Frenchman loves his native wine. The German loves his beer. The English favor half-and-half. Because it brings good cheer. The Irish take their whiskey straight. Because it gives them dizziness. We Yankees have no choice at all. But drink the whole darned business!

Albert De Long, Shamokin. The Premier Square Drum which The Brady Cornet Band purchased from you the latter part of May last has, and is still, giving the most excellent satisfaction. Many who have examined and heard it played upon pronounced it superior to any make they have heard or seen and costing more than double the money.

Elmer Goodwin, West Chester. Permit me to say a few words of compliment in regard to the Premier Clarinet purchased from you a few days ago. I consider your clarinets perfect in every respect. Am more than delighted with the investment I made and hope to make another one as soon as possible. I desire to say that the Hamilton Music Stand just received has given entire satisfaction in every particular.

Innes and his band are making a tour in two Pullman cars and a baggage car. They eat and sleep in these, and appear to travel very comfortably. One of the Pullmans is Innes' private car and carries his name and that of his band in gold letters on the side. Part of the band share this car with him. A chef and assistant and two porters travel with these cars.

A. J. Carter, Carb-n Center. We have two of your Cornets and they give entire satisfaction.

Wm. C. Boyer, Tampico. The Music I ordered from you is all O. K. Will remember you in future orders. The Bb Bass I ordered of you is getting along fine; it has a tone that is excelled by none and gives perfect satisfaction. I cannot speak too highly of your instruments.

Wm. H. Lorimer, Minerva. The Violin that was bought of you about ten years ago and which I bought of its owner about two years ago, I have known since it left your store and that it is a "dandy," either in dance hall or parlor. The Violin Bow (No. 300) I ordered from you a short time ago is a splendid stick and suits me in every way, especially in fast playing. You may be sure of my orders in the future if I need anything in that line.

At the time Berlioz was in Leipzig, a concert was given in his honor in the Gewandhaus, at Mendelssohn's suggestion. Among the works given was a Reverie and Caprice for violin solo and orchestral accompaniment, which was entrusted to one of the greatest German violinists. These half-forgotten numbers of Berlioz's, by the way, are extremely difficult and largely partake of that remarkable character belonging to all his works.

After the piece was ended, amid the most enthusiastic applause, the violinist turned to Mendelssohn and whispered, "I am glad enough I have gotten through with it, for I never had such a task in my life; I have not the remotest idea what I have been playing or what the piece can be about."

Scarcely were the words out of the bewildered fiddler's mouth, when Berlioz exclaimed to Mendelssohn, "Never have I heard my composition so divinely rendered! Never have I heard an artist who has so completely caught my meaning, and so wonderfully interpreted it!" Now that the music of Hector Berlioz has earned such a high place for itself, this anecdote may serve to draw the attention of violin players to this forgotten composition.

S. S. Robbins, Leader Y. M. C. A. Orchestra, New London. The Hamilton Music Stand is all right. Thank you for your promptness in filling the order. Enclosed you will find another order.

A. L. Johnston, Warsaw. I have been using the Franz Liebig Violin about six months and am well pleased with it.

CONCERNING NEW VIOLINS

Mr. Schwank, the violin expert of the *Eude*, and a well-known professional player, is skeptical in regard to the frequently reported discovery of the art of making fiddles equal to those of Cremona:

The Bangor (Me.) *Telegram* is evidently interesting itself in violins and their manufacture. Eager to give its readers information on the present state of affairs, it has consulted a local oracle, with the following results: "The finest violins in the world," says this oracle, "are now made in America. Why not? America leads the world in music, art and the drama, and she can turn out violins equal to the work of the Italian masters. I have frequently been asked, personally and by mail, why I claim that a new violin is superior to an old one. Now let me tell you something. My father made one, and finished it only the day before yesterday after a month of hard work. He used only American maple and spruce, and it is the largest violin in the world. With the gentlest touch, he drew the bow across the strings, then dashed into the brilliant Paganini concerto in D. The tone of the instrument was rich, clear and sympathetic. I have succeeded in convincing many skeptics," continued the oracle, "that a violin can now be made that is vastly superior to an old violin." This is, indeed, news to gladden the heart of the fiddle-lover. But it seems to us that we have heard this story many times in the last ten years or more; and the commendable patience with which we have been waiting for substantial proof of the verity of these stories remains unrewarded. It is true that the various authors of these plain tales from the hills have not wearied us with monotonous repetitions. Their stories are, as a rule, exceedingly well told, and each one seems to make a praiseworthy effort to introduce some novel and refreshing feature for the edification and delight of the interested public. It is only too obvious that the ingenuity of these makers of bogus Stradivari is inexhaustible.

THE WASHERWOMAN'S SONG

In a very humble cot, In a rather quiet spot, In the suds and in the soap Worked a woman full of hope, Working, singing all alone, In a sort of undernote: "With the saviour for a friend, He will keep me to the end."

Not in sorrow nor in glee, Working all day long was she, As her children, five or four, Played around her on the floor; But in monotone the song She was humming all day long: "With the saviour for a friend, He will keep me to the end."

It's a song I do not sing, For I scarce believe a thing Of the stories that are told Of the miracles of old; But I know that her belief In the atonement of grief, And will always be a friend That will keep her to the end.

I have seen her rub and scrub, On the washboard in the tub, While the baby, sopped in suds, Rolled and tumbled in the suds; Or was toddling in the pools, With old scissors stuck in spoils; She still humming of her friend Who will keep her to the end.

Human hopes and human creeds Have their root in human needs; And I should not wish to strip From that washerwoman's lip Any song that she can sing, Any hope that songs can bring; For the woman has a friend Who will keep her to the end.—Eugene F. Ware.

M. E. Fowler, Leeds. The Guitar I bought from you is satisfactory in every respect and much better than represented. I have been using it for over three months and like it better all the time.

Fr. S. Kolouch, Crete. Received the Hillyard Cornet in good condition and find it satisfactory in every respect.

Lewis C. Herr, Shamokin. Received the Cornet you sent and it was just as you represented. We are well pleased with it; it is in good tune and as good as could be bought for the money.

In speaking of the great variety of bowings in which many of the classical exercises of Kreutzer, Rode, Fiorillo, etc., can be studied, Emil Kross remarks that the student would do well to acquire a comprehensive knowledge of all of them, little by little, because he will meet them in their various forms in his playing later on. He proclaims them an invaluable treasure to the violinist, for through a steady and intelligent study of the same the bowing becomes more correct, finer and more elegant, while the tone of the player acquires beauty, volume and nobility. A complete mastery of the technique of the bow is therefore the principal requisite for the production of an ideal tone through which musical inspirations may receive elevated rendition and be freed from all objectionable incongruities. Without this mastery of the bow it is impossible for the violinist to produce that singing and soulful expression in his renderings which is deemed as probably the greatest charm with which a player can beautify his playing.

The Orchestra at Young's Pier Theatre, Atlantic City, N. J., under the direction of Joseph S. Willard, rendered the following selections from our catalogue during the week of September 15th: Medley Overture, "All to the Good," Mackie-Beyer; Intermezzo, "Sizilieta," F. Von Blon; March, "The Cowboy," G. Marsh. On Monday, Tuesday and Wednesday the Rays presented "A Hot Old Time." On Thursday was presented "The Prisoner of Zenda," and on Friday and Saturday the Huntley-Moore Stock Company presented "The Danites."

C. A. Padgett, Alexa. Goods received all O. K.; am very well satisfied and much more than pleased with the Violin Bow. I wish you much success.

C. G. Wagner, Leader, Giddings. Received the J. W. Pepper "Favorite" Band Caps in good order and we are very much pleased with those caps; they are much better than expected.

WANTED.

Two union cigar makers to play Bb clarinet and Bb cornet; married men preferred; steady work for winter months. Jos. E. Melton, Mohart, Ind.

Violin and cornet player; must be strictly sober and reliable; able to handle standard music on both instruments and experienced in all branches of the business. Box 151, West Duluth, Minn.

Solo cornet (preferred) or first-class clarinet player who is well up in standard music; first-class pumper and tuner; town of 3000 opposite Ogdenburg, N. Y. on St. Lawrence River; splendid opportunity for good musician and tradesman. W. A. Cornwell, 3057, Prescott Citizens' Band, Prescott, Ont.

Musicians to locate in good town; play in band and orchestra; state full particulars. R. V. Hall, Fond du Lac, Wis.

1st violin, solo Bb clarinet, solo Bb cornet, flute, piccolo, viola, slide trombone and trap drummer at once; no attendance on wants in state hospital; duties are light; must be gentleman of good habits and character; able to handle standard music; beautiful location on the lake; good home for right man; state what you can do in first letter; enclose stamp for reply; other musicians write to F. E. L., Music Director, Mendota, Wis.

Man to start only bakery in town of 1100; good schools; must be willing to play in band, cornet preferred; sober and reliable men only wanted. Frank L. Hill, Nowata, I. T.

1st, 2d and 3d Bb clarinet players for band playing 5th grade music; must be machinists and blacksmiths; must be sober, reliable men wanted. H. D., 420 Kim Ave., S. E., Rosokos, Va.

To correspond with good A1 cornet player who is capable of leading band; good all-around blacksmith. K. Gilbertson, Castlewood, S. D.

Good all-around violinist who can play dance music at night; light work as hotel clerk; also good harp player with good instrument who is up in dance work; light employment; plenty of work; sober and reliable men only. Wait Hallowell, Sumner, Iowa.

Photographer, good operator and retoucher, who is a Bb clarinetist, can secure permanent position; send samples, photo of self and state salary in first letter. Photographer, Lock Box 322, Westminster, Md.

For band of U. S. Flagship Wisconsin; bass, cornet, clarinet, alto players (one each); pay \$30.00 per month and board. L. Kopf, Bandmaster, U. S. F. S. Wisconsin, Bremerton, Wash.

A good reliable instructor for young band; also to organize orchestra; must play 1st violin; first-class instructor can get position as music instructor in auxiliary having 100 to 125 students; would have to understand piano and organ; town of 200; prospects good for B.B. in few weeks; also clarinet players; can guarantee work at good wages; tradesmen such as growing town needs write; good opportunity, Band, Washington Springs, S. D.

Musicians to locate in good western town; population about 5000; work general for all tradesmen; others write. Prof. E. B. Hoffman, Perry, Okla.

First-class tailor who is A1 cornet player; standard music; to locate in up-to-date town of 3000; big chance with little opposition; only sober and reliable man writes; will raise B if you fail to write at once to Leader of I. O. O. F. Band, Jefferson, Iowa.

Good tuba to double on string bass, good violinist to double on trombone, baritone or alto, also good slide trombone; all for band and orchestra; must be good business musician; wages \$7.50 per month to start with, including maintenance; an attendant in State Hospital. M. J. McHenry, Willard, N. Y.

Good solo player for fine, substantial hotel engagement; best hotel in the south outside of N. O.; board and room furnished; state lowest salary; write quick. E. A. Rogers, 1207 Austin St., San Antonio, Texas.

Good baritone or cornet player who is good boy or seat maker; position open in band and orchestra; write at once to Arthur R. Ward, 612 S. Saginaw St., Flint, Mich.

Cornet, clarinet, bass, saxophone and snare drum (trap) players; modifiers and wood workers; can place good labor; must be able to handle the better grades of music; only sober and reliable men are desired; first-class amateurs will find profitable school for development. Bandmaster, Hanover City Band, Hanover, Pa.

Bb clarinet player for orchestra who is a union cigar-maker; must be good sight reader and one who has had experience in florid work; can give employment right away; must be sober and reliable. James Lyfitt, 175 Freley Street, Kane, Pa.

Three good clarinet players—two must be first-class cigar-makers and one first-class barber; all must be sober and reliable. E. F. Potter, Merrill, Wis.

Musicians who are carpenters, machinists, boiler makers, blacksmiths, car builders and tinner. John Simpson, Guilford, Miss.

Man in any department of piano factory; also one who is a barber; steady work; good wages. Lester Piano Co., 1208 Chestnut Street, Philadelphia, Pa.

An all-around playing-music man who is a good violin and cornet player capable of leading orchestra and band. O. A. Hinton, Blackfoot, Va.

Prompter that plays bass violin wanted at once; steady work October to May. Hackett's Baraboo Orchestra, Baraboo, Wis.

Clarinet and cornet players who are barbers; makers; can get work at Indianapolis Sashery Co., S. W. Works, 2519 E. 10th, Indianapolis, Ind.

Additional Wants, See Pages 8, 14, 34

J. W. PEPPER'S PREMIER CHIN REST

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Finest Chin Rest Made.

Unequaled Model.

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Double German Silver Tighteners. Especially Firm and Secure. Will Not Slide or Wobble. All Metal Work Nickel Plated. Superb Finish and Workmanship. Neat, Graceful and Convenient. Easily Attached in a Few Seconds. Double Screw Action. Two or Three Turns of Winding Pin Only Necessary.

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This String is, by virtue of this preparation, purer in tone than one not prepared. It is absolutely insusceptible to climatic influences, therefore highly commendable to players troubled with moist fingers. Greater durability of String is also obtained thereby.

Each String is Wrapped Separately in a Wax Envelope.

Specialty E Violin String, gut, 4 Lengths Each, 20c. Bundle, \$4.50
Specialty A Violin String, gut, 2 1/2 Lengths Each, 20c. Bundle, 4.50
Specialty D Violin String, gut, 2 1/2 Lengths Each, 25c. Bundle, 5.50

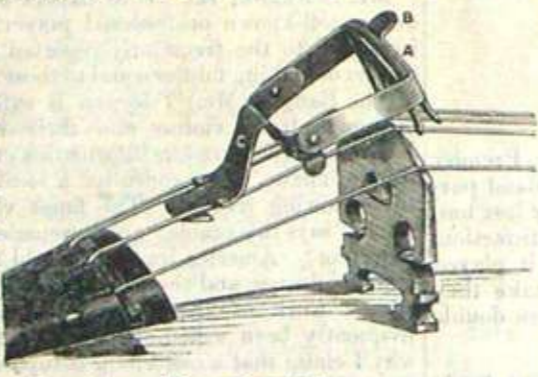
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A Mute That Can Be Attached or Detached While Playing Simply by Touching It Lightly with the Bow.

Cheap, Handy and Effective. A Long-Felt Necessity Supplied.

For Piano or pp playing or for subduing the tone while practicing, the Banner Mute is unexcelled. It decreases the tone but does not destroy its brilliancy. This mute is made of metal, is light in weight, and as shown in the cut can be detached in a second by touching the hook B without removing the mute from the violin or changing position of the bow in your hand. This is the neatest and most convenient mute we have ever seen, and the price permits every violinist to use one.



25 Cents, Postpaid.

SAMSON ADHESIVE MUSIC REPAIRER.

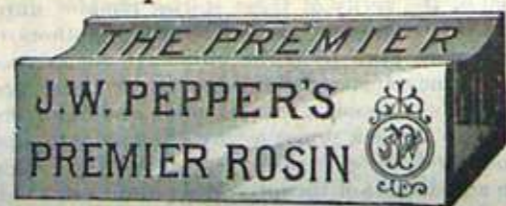


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Contains Over 360 Inches of Mending Surface.

Postpaid, to any address (A) \$ 10

The Latest Improvement in Violin Rosin



Finest Quality Each, 10 Cents

SITUATIONS WANTED.

By a practical printer of 20 years experience who is a good solo Bb cornet player, capable of leading or instructing local, desires a steady position at trade where there is some hard work. Nebraska, Nebraska, Iowa, South Dakota or Western Minnesota preferred; only responsible parties need answer at once. H. A. K., 1, care J. W. Pepper, Philadelphia, Pa.

By a Bb clarinet and 1st violinist, director of band and orchestra; watchmaker and jeweler by trade, married, wants to locate in a town of three to five thousand inhabitants where there is some playing; steady employment; Illinois preferred. C. H. Miner, 101 N. Ward Street, S. Ottumwa, Iowa.

By first-class machinist; floor, bench, machine hand; bicycle builder, gun and locksmith; play any brass instrument; prefer slide trombone; double 2d violin; prefer the states of Texas or California to locate; others write; all letters answered. W. J. Rowley, P. O. Box 86, Warwick, N. Y.

By experienced cornet player; sober and reliable; best reference; capable of taking charge of band; will travel or locate. Mohler, 17th Street and Amsterdam Avenue, New York City.

By good violin player who will give his services to orchestra in a town where he can get into newspaper or printing business, or secure first-class position as bookkeeper or salesman; best of recommendations. A. A. Amodeo, North River, Warren Co., N. Y.

By first-class cornetist, who wants to locate in a town where there is some orchestra work; can play standard grade of music at sight; desire position as bookkeeper or salesman; best of recommendations. A. A. Amodeo, North River, Warren Co., N. Y.

By Bb tenor saxophone and violin player; would like position as clerk in retail hardware business or other light work; own instruments. A. Ruhlberg, Jr., care P. O., Alamosa, Colorado.

By a slide trombone and baritone, both clefs, desires position where he can learn the photograph trade; will give services free; has had three years experience in traveling; will go anywhere for good position; age 23; sober and reliable; all letters will be answered. John McEwen, Kelayres, Pa. (or enroute with Model Plate Shows).

By young man, shoemaker by trade, or retail shoe clerk in live town; experienced violinist for dance work of general orchestra business; double bass and can teach string instruments. "Musical," No. 9 Treadway Avenue, Norwich, Conn.

By baritone or trombone player; also mandolin and guitar teacher; sight reader; as job printer; locate in town or Minnesota; start hardware business in growing town; would lay out old plant at reasonable price. A. L. Page, Hicville, Iowa.

By violinist; would like to correspond with parties in need of a violinist to locate where there is a good business playing and teaching on violin; also a good landscape photographer with outfit. A. E. Love, Box 50, Columbia, Iowa.

Would like to hear from any (colored) band in need of a band teacher; am married and prefer to settle in the north; 16 years as principal musician in army bands; only those that mean business need apply. Prof. John C. Turner, 103 South Lavaca St., Austin, Texas.

By first-class violinist and alto in brass; sight reader; barber by trade; married, sober and reliable; locate permanently in live town where dance music and orchestra business is good and work in first-class shop; some best those remaining business write. J. M. Summers, Randall, Kansas.

By industrial and analytical chemist who wishes to change his position; first-class cornet player able to read at sight; has led and taught bands for six years but does not desire to be leader; satisfaction guaranteed in both lines of work. W. B. Harper, Saltville, Va.

By young violin soloist; can play standard music at sight; had experience in concert, opera house and solo work; play 1st grade music with perfect ease; those not meaning business save stamps. G. A. Hauner, Wahpeto, Nebraska.

By A1 cornet player in first-class band or orchestra; season 1902 with McDaniel's British-American Band at Ocean City. Howard Mowday, Parkersburg, Pa.

By a first-class competent band and orchestra instructor and director of long experience; teach all standard and up-to-date music; play cornet and violin; married and reliable; can give best of references; to locate permanently with good opening for a barber shop and take charge of band (West preferred); band must be willing to pay some salary; for further particulars. Bandmaster, 1811 Ave. B, Kearney, Neb.

By young man who plays cornet in band or orchestra; sober and reliable. Herbert Green, Room 714, Harrison Building, Philadelphia, Pa.

By A1 bass and tuba for band and orchestra; also ballroom pumper; strictly sober. F. Voerg, Box 563, East Liverpool, Ohio.

By young solo cornet or alto player; house painter by trade; wish to locate with good band where I can advance; am a strong bass singer, voice ranging from two octaves below middle C to half an octave above on piano; could lead young band; prefer to travel with good opera troupe. E. C. Hawthorne, Westington Springs, So. Dakota.

By an up-to-date director, cornetist and violinist to correspond with band of not less than 35 members, with view to locating; now directing regimental band; thoroughly competent; would like to hear from good bands who desire a first-class man; state salary in first letter. D. C. Jenkins, Beatrice, Neb.

By harpist and violinist for the winter; hotel work preferred. Harjatt, 1316 12 St., N. E., Washington, D. C.

Additional Wants, See Pages 8, 14, 34.

Selected Violin Cases.

FOUR ELEGANT STYLES AT SPECIAL PRICES.

In the way of Violin Cases we wish to call particular attention to the following four styles, which we have selected from the large number contained in this catalogue and have listed at especially low prices:



No. 50 Pebbled leather, handsomely lined with silk plush, neatly fitted inside to shape of violin, department in end for strings, etc., nickel plated spring clasps, lock and trimmings. (D) Each \$10 00



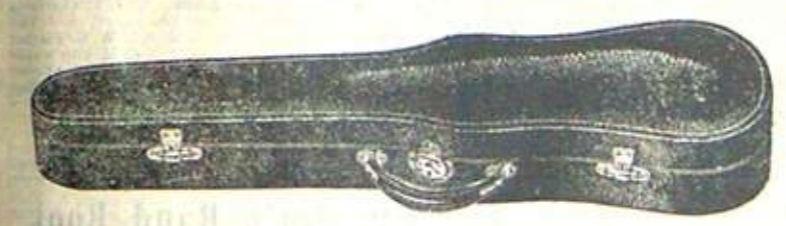
No. 100 Leather, embossed, swelled top, curved sides, nickel plated lock, clasps and hinges, full lined with velvet. (D) Each \$ 5 00



No. 200 Leather, swelled top, curved sides, new style nickel plated spring clasps and lock, fitted with weather rim, strong leather handle, full velvet lined. (C) Each \$ 6 00



No. 400 Genuine alligator skin leather, swelled top, curved sides, nickel plated improved spring clasps, lock and hinges, double leather handles, full silk plush lined. (C) Each \$15 00



No. 22 Wood, covered with black blunders cloth, flannel lined, nickel trimmings. (C) Each \$ 3 25

Patented Violin Case—Opens at Ends.

No. 24 Sole leather, black, handsomely embossed, light weight, strong and durable, water and dust proof, full lined with flannel, nickel plated lock and key. (C) Each \$ 7 65

No. 25 Sole leather, russet, handsomely embossed, light weight, strong and durable, water and dust proof, full lined with flannel, nickel plated lock and key. (C) Each \$ 8 25

C Attachment for Any Bb Cornet

Cornet Must Be Sent to Us When This Attachment is Ordered.



Remove the tuning slide and insert in its place slides numbered 1 and 2. It transposes the pitch of the cornet to C and enables the performer to play vocal and church music from piano or violin part without transposition. No. 1 Brass. (A) \$5 00 No. 2 Silver-plated. (A) 6 50

Violin Strings.

We import our Violin Strings direct from the leading European manufacturers, they are the best that can be obtained and we fully guarantee their wearing quality and durability. Nos. 1, 2, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20, 40, 41 are all made of Russian gut, Nos. 23 to 35 are American manufacture of the finest quality and finish. We make a special feature of violin strings and have always been able to give entire satisfaction to our customers. We endeavor to improve the quality of the goods from year to year and now have the finest assortment of superior strings ever offered by us. Guitar E, B, G strings are same as Violin E, A, D strings.

Gut Violin Strings.

Table listing Gut Violin Strings with columns for No., length, material, and price per dozen and per 100.

Covered Violin Strings.

Table listing Covered Violin Strings with columns for No., length, material, and price per dozen and per 100.

Steel Violin Strings.

Table listing Steel Violin Strings with columns for No., length, material, and price per dozen and per 100.

Steel and Brass Violin Strings on Spools.

Table listing Steel and Brass Violin Strings on Spools with columns for No., length, material, and price per spool and per dozen.

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The steadily increasing demand for a low price mouthpiece of good quality and workmanship induced us to catalogue and offer the Surprise Mouthpieces. They are made in a first class manner and offer the most approved models, are carefully and neatly finished and contain all the necessary acoustic properties to produce a good tone. The cheap makes offers other, although retailing for about the same prices, cannot compare with the Surprise Mouthpieces in appearance or quality. We strongly recommend and fully guarantee the Surprise Mouthpieces to all musicians in need of a first-class one at low prices.



Table listing various mouthpieces with columns for No., instrument, material, and price per piece and per dozen.

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Table listing Music Lyre models with columns for No., instrument, and price per piece and per dozen.

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Solo or 1st Bb Clarinet.
Solo or 1st Eb Cornet.
Solo Bb Cornet.
Solo Alto.

ALTO PARTS
2d Bb Clarinet.
1st Bb Cornet.
1st Alto.
2d Tenor.

TENOR PARTS
2d Cornet.
2d Alto.
1st Tenor.
Baritone.

BASS PARTS
Tenor (from Bb Bass part).
Baritone (from Bb Bass part).
Bb Bass.
Eb Bass.

For extra parts up to full arrangement any leader can add instruments that play the different voice parts, or as he may be able to obtain players. In all cases piccolo and drum parts are to be added at pleasure.

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Blessed Home Land	H. T. Main	In the Presence of the King	English	Say! Are You Ready	T. C. O'Kane
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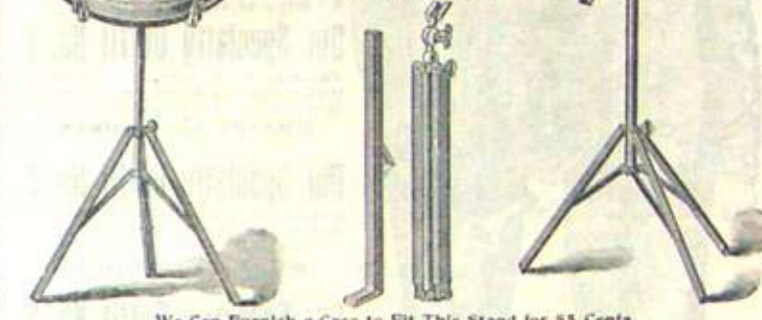
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Hopf Model.

Table listing violin models and prices under the Hopf Model section.

Stradivarius Model.

Table listing violin models and prices under the Stradivarius Model section.

Stainer Model.

Table listing violin models and prices under the Stainer Model section.

Maggini Model.

Table listing violin models and prices under the Maggini Model section.

Amati Model.

Table listing violin models and prices under the Amati Model section.

Ladies' Violins—Seven-eighths Size.

Table listing violin models and prices under the Ladies' Violins section.

Guarnerius Model.

Table listing violin models and prices under the Guarnerius Model section.

Conservatory Model.

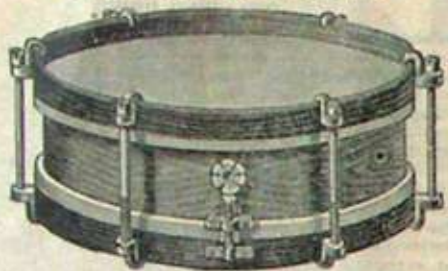
Table listing violin models and prices under the Conservatory Model section.

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	Regular Retail Price.	Our Cash Price, \$1 hand.
FLUEGEL HORNS.		
One, French make, nickel plated.....	35 00	15 00
One, J. W. P. Premier, silver plated.....	45 00	23 50

	Regular Retail Price.	Our Cash Price, \$1 hand.
Eb ALTO—BELL FRONT.		
One, nickel plated.....	\$21 00	\$13 00
One, brass, French make.....	18 00	11 00

	Regular Retail Price.	Our Cash Price, \$1 hand.
CIRCULAR ALTOS OR MELLOPHONES—FRENCH HORN SHAPE.		
Two, brass, Eb, French make, nearly new, with D crook.....	Each 23 00	14 00
One, nickel plated, Eb, French make, with D crook.....	26 00	17 00
One, brass, J. W. P. Premier mellophone, nearly new, in key of F, with crooks to Eb and D.....	50 00	35 00
One, silver plated, J. W. P. Premier mellophone, nearly new, in key of F, with crooks to Eb and D.....	60 00	40 00

	Regular Retail Price.	Our Cash Price, \$1 hand.
Eb ALTOS—BELL UP.		
Two, brass, superior French make.....	Each \$28 00	\$15 00
One, brass, French make.....	18 00	11 00
One, silver plated, fine French make.....	30 00	16 00
One, brass, J. W. P. Premier.....	40 00	25 00

	Regular Retail Price.	Our Cash Price, \$1 hand.
BALLAD HORNS—FRENCH HORN SHAPE.		
One, brass, French make, in C, crooks to Bb.....	\$35 00	\$17 00
One, nickel plated, French make, in C, crooks to Bb.....	40 00	19 00

	Regular Retail Price.	Our Cash Price, \$1 hand.
Bb TENOR SLIDE TROMBONES.		
One, brass, French make.....	\$13 45	\$ 8 00
One, silver plated, French make.....	17 00	11 50
One, silver plated, French make, in case, almost new.....	33 00	16 50
One, silver plated, engraved all over, J. W. P. Pepper, importer, rotary trill valve.....	50 00	30 00

	Regular Retail Price.	Our Cash Price, \$1 hand.
Bb TENORS—BELL UP.		
One, brass, fine French make.....	\$24 00	\$14 00
One, silver plated, fine French make.....	32 55	18 00
One, nickel plated, fine French make.....	27 00	16 00

	Regular Retail Price.	Our Cash Price, \$1 hand.
Bb TENOR VALVE TROMBONES.		
Two, brass, fine French make.....	Each \$30 00	\$14 00
One, nickel plated, French make, long model.....	33 00	17 00
Two, brass, French make, long model.....	Each 35 00	15 50

	Regular Retail Price.	Our Cash Price, \$1 hand.
Bb BARITONES—BELL UP.		
One, brass, French make.....	\$23 75	\$14 00
One, nickel plated, nearly new, French make.....	27 75	17 00
One, silver plated, nearly new, French make.....	34 00	20 00

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The instruments advertised on this page are in some cases new, or nearly new, having been used for a short time only; others have been used regularly and are second-hand goods. All are in good playing condition and, at the prices are really great bargains. The values offered have never been equaled before. In fact, we are only getting actual cost out of the instruments in order to clear up all second-hand and store-worn goods on hand. ALL SECOND-HAND INSTRUMENTS ARE THOROUGHLY REPAIRED, FREE FROM DENTS AND HIGHLY POLISHED.

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Eb Alto, Bell Front, Silver Plated.....	\$1 50
Eb Alto, Bell Upright, Silver Plated.....	1 50
Bb Tenor, Bell Upright, Silver Plated.....	2 00
Bb Baritone, Bell Upright, Silver Plated.....	2 00
Bb Bass, Bell Upright, Silver Plated.....	2 00
Eb Bass, Medium, Bell Upright, Silver Plated.....	2 25
Eb Bass, Large, Bell Upright, Silver Plated.....	2 25
Bb Tenor, Trombone, Silver Plated.....	2 00

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	Regular Retail Price.	Our Cash Price, \$1 hand.
Bb BASSES—BELL UP.		
One, brass, superior French make.....	\$26 10	\$15 00
One, nickel plated, fine French make.....	30 10	17 00
One, silver plated, fine French make.....	35 00	20 00

	Regular Retail Price.	Our Cash Price, \$1 hand.
Eb BASSES.		
Two, brass, bell up, large, French make.....	Each \$38 50	\$23 00
One, brass, bell up, medium, French make.....	36 00	21 00

	Regular Retail Price.	Our Cash Price, \$1 hand.
BBb BASSES.		
One, J. W. P. Specialty, bell up, extra large, brass.....	\$100 00	\$60 00
One, J. W. P. Specialty, Helicon, brass.....	120 00	75 00

	Regular Retail Price.	Our Cash Price, \$1 hand.
CLARINETTS, KEY OF Bb.		
One, grenadilla, 15 keys, 2 rings.....	\$30 00	\$13 00
One, grenadilla, J. W. P. Premier, 13 keys, 2 rings.....	18 75	13 00
One, grenadilla, J. W. P. Premier, 15 keys, 2 rings.....	21 75	16 00
One, grenadilla, French make, good, 13 keys, 2 rings.....	15 00	11 00

	Regular Retail Price.	Our Cash Price, \$1 hand.
KEY OF Eb.		
One, grenadilla, J. W. P. Premier, 13 keys, 2 rings.....	\$19 75	\$12 00
One, grenadilla, 13 keys, 2 rings.....	20 00	10 00
One, grenadilla, J. T. L., 15 keys, 2 rings, low pitch, new.....	24 40	13 00
One, grenadilla, Buffet, 13 keys, 2 rings.....	28 00	16 00
One, grenadilla, Buffet, 15 keys, 2 rings.....	32 00	20 00
One, grenadilla, J. W. P. Premier, 15 keys, 4 rings.....	27 75	17 00
One, grenadilla, 15 keys, 2 rings.....	18 75	12 00

	Regular Retail Price.	Our Cash Price, \$1 hand.
KEY OF A.		
One, grenadilla, 13 keys, 2 rings.....	\$30 00	\$11 00
One, grenadilla, 15 keys, 2 rings.....	30 00	13 00
One, grenadilla, J. W. P. Premier, 15 keys, 4 rings.....	27 75	18 00
One, grenadilla, J. W. P. Premier, 15 keys, 2 rings.....	22 75	16 00
One, grenadilla, J. W. P. Premier, 13 keys, 2 rings.....	19 75	13 00

	Regular Retail Price.	Our Cash Price, \$1 hand.
KEY OF C.		
One, grenadilla, 13 keys, 2 rings.....	\$30 00	\$10 00
One, grenadilla, J. W. P. Premier, 15 keys, 4 rings.....	27 75	16 00
One, grenadilla, J. W. P. Premier, 15 keys, 2 rings.....	22 75	13 00
One, grenadilla, J. W. P. Premier, 13 keys, 2 rings.....	19 75	11 00

	Regular Retail Price.	Our Cash Price, \$1 hand.
FLUTES.		
One D, 6 keys, grenadilla.....	\$ 8 00	\$ 3 00
One D, 8 keys, grenadilla.....	11 00	5 00
One D, 10 keys, grenadilla.....	16 50	10 00
One F, 4 keys, grenadilla.....	6 00	2 50

	Regular Retail Price.	Our Cash Price, \$1 hand.
PICCOLOS.		
One, Eb, 6 keys, grenadilla, cracked, but repaired, imitation Meyer.....	\$ 3 00	\$ 1 50
One, D, 6 keys, grenadilla, cracked, but repaired, imitation Meyer.....	3 00	1 50
Six, Eb, grenadilla, 1 key.....	Each 1 50	50
Four, Bb, grenadilla, 6 keys, cracked, but repaired.....	Each 3 50	1 50
Three, Bb, grenadilla, 4 keys.....	Each 2 50	1 25
Three, D, 1 key.....	Each 1 00	50
One, D, 6 keys, Specialty, ivory head, nearly new.....	10 75	6 00
Two, Bb grenadilla, 1 key.....	1 75	75

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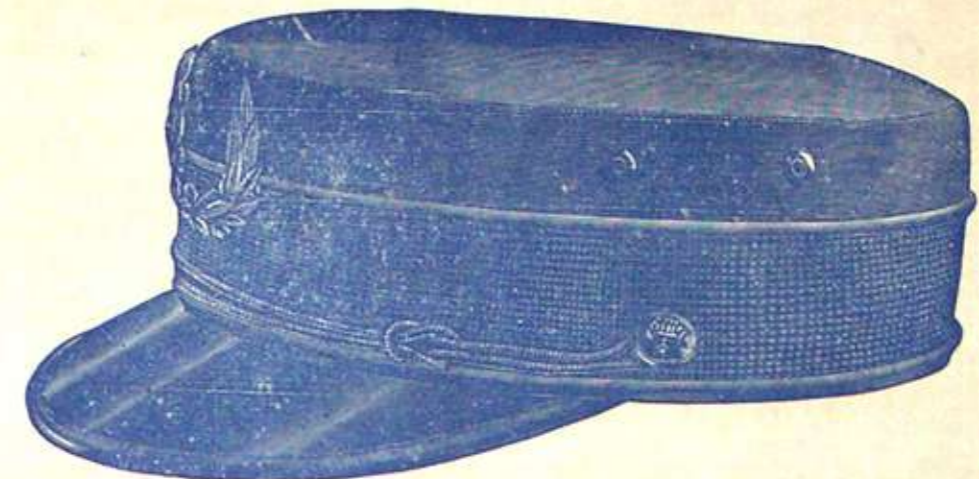
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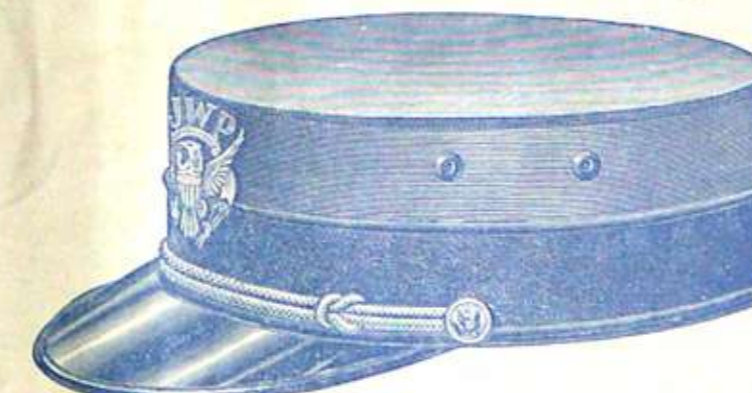
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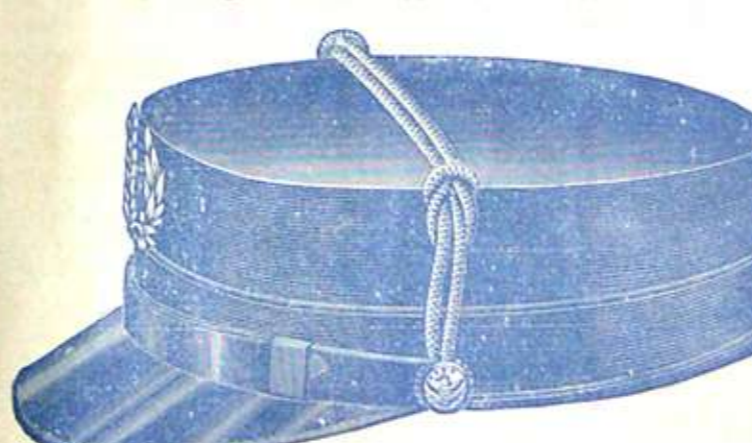
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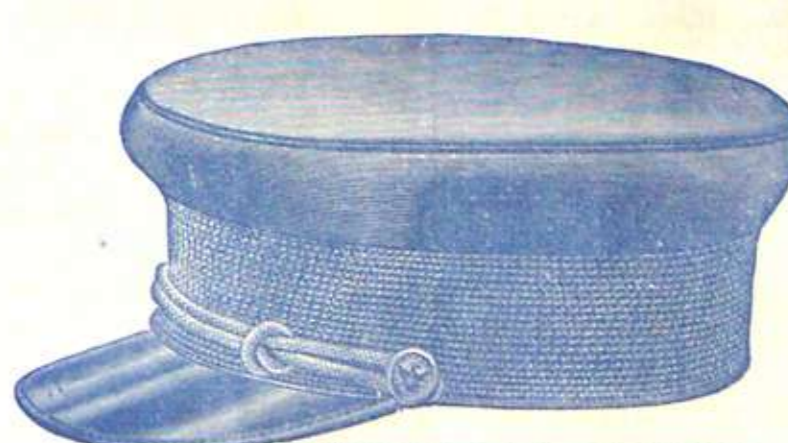
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