An Edison Phonograph Customer Isn't a Customer For Anything Else.

The kind of music he enjoys is possible only with the Phonograph, and your inability to supply him with what he wants isn't going to make a sale on some other instrument.

He has no musical talent and never will have. But he cares for music and he knows that he can have the music of every instrument in your store and songs as well, by purchasing a Phonograph.

And There Are Hundreds Of Such Customers Right In Your City

whose trade you are losing by not carrying Edison goods in stock. Phonograph and Record money is surely as good as banjo, or harp or piano money and it is easier to get. The fame of the Edison Phonograph is widespread; the demand for Phonographs is greater than for any other instrument and is growing all of the time. You have the room, the time and the selling machinery. You need the line.

There is an Edison jobber near you. Write him to-day for information and prices, or, write us direct if you prefer. While you hesitate good profits are being diverted from your store to others.

NATIONAL PHONOGRAPH COMPANY

JOBBERS OF EDISON PHONOGRAPH AND RECORDS

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