

❁ THE "SMALL GOODS" TRADE ❁

The "Wonder" Mandolin.

SOME TRENCHANT REMARKS REGARDING MANDOLINS, PARTICULARLY THE "WONDER," FROM AN EXCHANGE.

Talking of the "Wonder" mandolins, the musical qualities of which have been so highly praised by experts, the Elkhart Truth says:

The "Wonder" mandolins will drive inferior instruments out of the market, except in department stores and among dealers in shoddy instruments, and musicians will be greatly benefitted. The reason for this change is the establishing of a factory in Elkhart, Ind., for the exclusive production of high grade mandolins and guitars. The dish-pan method of manufacturing inferior instruments of these classes will be largely discontinued, and there will be a corresponding advance in the proficiency of performers. Good instruments make excellent performers. This axiom needs no explanation.

Experience has demonstrated that the Neapolitan mandolins are the best. They rank in the mandolin world in about the same degree that Cremona violins do in their section of the musical instrument family. Any good mandolin player will verify this statement, or, if possible, better proof can be obtained by comparing a genuine Vinaccia mandolin with the instrument of an American maker. The reason for this superiority is obvious in that Vinaccia and other first-class Neapolitan makers used nothing but old seasoned wood. Their models are the result of years of experiment and experience, and their workmen are educated mandolin makers, and not ordinary carpenters employed to stick mandolins together as they would common soap boxes.

In order to begin the manufacture of mandolins properly, C. G. Conn first employed a corps of Neapolitan mandolin makers, who were placed under the direction of the world's greatest master in this particular line. He then brought together a quantity of rare old wood, and with the aid of the very best tools and machinery known to the industry, is now turning out "Wonder" mandolins that are really wonderful when it comes to a question of merit and excellence.

This statement is easy to make. It requires nothing but the use of a pencil and paper and the efforts of a few moments, but it is susceptible of proof and is written

to induce musicians to give the "Wonder" mandolin a trial. This magnificent instrument will be sent to any address for six days' trial and comparison with any other mandolin. It is not as cheap in price as a fire-cracker or a department mandolin, but when its musical merits are compared it is worth more than all the mandolins ever sold of the ordinary kind. It is an instrument which can be played in tune because its finger-board is perfectly fretted, and the workmanship is of such a nature that the instrument will withstand years and years of active use.

National Music for the "Criterion."

Special announcement is made by M. J. Paillard & Co., that special tune sheets have been issued for the Criterion music boxes, styles IV, V, and VI. The National tunes include The Star Spangled Banner; Marching Through Georgia; Red, White and Blue: Glory, Glory, Hallelujah; Rally 'Round the Flag Boys, and The Stars and Stripes Forever.

The latest series include The Wreck of the Battleship Maine; Arouse Columbia, Arouse; When We Go Marching Through Cuba, Remember the Maine; My Sweetheart Went Down with the Maine, and Uncle Sam Tell Us Why Are You Waiting.

To these new lists others are being continually added.

The municipal authorities of San Jose, Cal., have passed an ordinance whereby organ grinders or other street musicians who charge or solicit any compensation for music shall pay a license fee of \$10.00 per quarter.

W. R. Gratz's \$100 Placed.

ENSIGN WILLARD THE FIRST MAN TO HOIST THE STARS AND STRIPES IN CUBA.

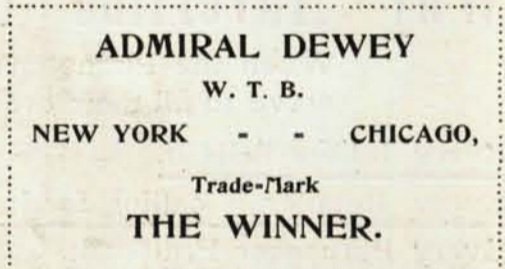
Within three weeks of the date when Mr. W. R. Gratz sent his check for \$100 to the Herald to be used as the nucleus of a fund for presentation to the first man who placed the Stars and Stripes on Cuban Soil, the money has been earned and, by this time, the money is on its way to its rightful owner.

During the recent engagements at Cardenas while the Wilmington, Winslow and Hudson were firing on the batteries, the Machias was destroying the barracks at Dracia Cay. "When the Spaniards had scampered away," says The Herald, "Ensign Willard and three men went ashore and planted the American flag upon the ruins." Ensign Willard is from Missouri. He was made a cadet in 1893 and, prior to his service on the Machias was on the Monterey.

Wm. Tonk & Bros.

THE DEWEY TRADE-MARK FOR SERENETTA—A HAPPY CHOICE FOR A WINNER—A NEW STOOL AND SCARF CATALOGUE JUST ISSUED.

The following trade-mark inclosed in an oval, has been secured for the Tonk mandolins and the famous Tonk Serenetta:—



This is intended as an opportunity to secure a suitable souvenir of the victory at Manila. With the trade-mark will be the Eagle, wings outspread, as the American emblem. The word "Souvenir" will also be inserted.

The firm have just issued a business-like catalogue of piano stools and scarfs. The book contains 36 pages and is fully illustrated. It is replete with new and attractive styles in stools, scarfs and piano covers. Many of the designs are unique, with rich effects in floral and other designs.

The Tonk prices and terms are exceptionally liberal now as always, and the firm, in their catalogue, invite all who use products of this class to write them before giving orders.

The Famous Sweet-Sounding S. S. Stewart Banjo
AND MARVELOUS Geo. Bauer Guitar AND Mandolin.....
 Stewart Books, Music and JOURNAL.
STEWART & BAUER, 1016 Chestnut St., (2d floor,) Philadelphia, Pa.