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BLAKE and BURKART The NEW EDISON 1100-1102 Wainut Street" The NEW-EDISON The Phonograph nut a soum
and detquls of your easy-payment
plan. No obligation on my part.


## THOMAS

 A.EDISO EDISON MODEL relief.
 W. C. STIVER co. 64 W. CHELTEN AVE.

TALE OF ONE-MAN MUTINY TOLD BY MATE OF ZIRKEL

Tragedy on Board the Ill-Fated Ship Onato


## This Boy Knows. Do You?

This boy has had THE BOOK OF KNOWLEDGE in his home for a year and he can explain to you inall the familiar things His teach sees around him. His teacher will tell you

## Will you pay now

 or ultimately?$\mathrm{E}_{\text {costs. And must be service is worth what it }}^{\text {CONOMICAL }}$
You can pay at once, in initial cost, avoiding vexation, delays and repair expense. If you do, you will reduce operating costs, save much time and money, and have service always available.
Or you can pay ultimately, in big repair bills and frequent replacements. Meantime, lack of service at critical times may cost you a lot of money and business as well, with no assurance of any ultimate

One way or the other, you must pay the price. Like any other sound business investment, an adequate installation cost is essential to permanent, assured, successful delivery.

## Pierce

 Delivers more work in a given time;Loses less time on the job and off the job;
Costs less to operate and less to maintain;
a higher resele prices at all times.

