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W. S. HOWELL, Gen'l Eastern Agent, 381 Broadway,	Street address	
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gets all the volume of music. This is because of its double vibrating diaphragms in the sound box, and the two horas to amplify the sound waves. All other phonographs, with one-sided diaphragm and a single hora, get only half the music. The **Duplxe** is like a perfectly formed athlete with both sides developed. Other phonographs are like the one-eyed, one-legged, ons-lunged defectives sometimes seen-capable of doing something, it is true, but not the best. Don't allow anyone to persuade you to buy another makeed phono-graph until you have sent for and received our spleadid

FREE CATALOGVE

which explains fully the superior qualities of the Duplez. We are the only Company actually manufacturing phonographs and selling direct from factory to user. All other con-cerns are either jobbers and dealers who do not manufacture what they sell, es are manufacturers who do not sell direct to the user, but market their output through jobbers and dealers. Hence, we can and do

Save All The Dealers' 70% Profit

for our customers. We are content with a fair manufacturers profit. When you buy any other make you pay a profit to the manufacturer, a profit to the big jobber or distributor, and another profit to the dealer. We have no agents; but the Editor of this paper has made investigation and is satisfied that we give all our customers

THE SQUARE'DEAL

and has consented to anist the readers of this paper in every way in placing their orders for the Duplex during the year this advertisement will run in the paper. When you write for catalogue, menton this paper and address ex-scilly as below; and when you write ask for full particular regarding our

Home Concert Collection

which we sell on Eary Payments. It consists of the Duplex Phonograph with all the latest improvements—our mechanical leed which re-lieves the secord of all the destructive work of propelling the reproducer (sound box) and needle point across its surface; and our weight regulating device which is the greatest record saver ever invented. Both these are exclusive features of the Duplex and can not be had on any other phonograph The Home

we the best pin study, capable of preduct low enough for the sick roo for a crowd of picknickers, and a met negative you.

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I You are not asked to buy the Duplex and Home Co cert Collection "sight unseen" as we used to trade incl knives when boys at school. We allow you a full three day trial at your own relidence, in which to decide whither you knyes where to residence, in which to decide was will keep is or send it back. If it does not fulfill claim for it, after, a carcial test for three days, box send back by freight at our expense- and we'll pay you, keep it and will as we lead user it will be you, keep it and will us and as yoo; and thirty yo the Editor of this paper, who is muthouside t monthly payments and send themin. And each the make a minuta payment until all the installments This is the biggest map in phonographs ever offe puble. No harm in investigating it, at any rate, the Editor of this paper; ask him to send in for a and terms for you, or write direct, mentioning this DUPLEX PHONOGRAPH CO., 31 Rose St., Kalamazoo, Mich.

Note:-The undersigned has made careful investigation and finds that the Duplex Phonograph Company give their customers fair and honorable treatment, and advises readers of this paper to send for catalogue and further particulars. It costs nothing but a postage stamp or a postal card to try. If you do not wish to take the trouble to write, give me your name and address and I'll do the asking. And I'll see that you get a square deal Always mention this paper when you write.