



## Your Profit is Greater than Appears On your Books when You Sell a **Martin-Orme Piano**

In addition to the actual dollars-and-cents profit from the sale of a MARTIN-ORME Piano, there is the undoubted gain in reputation that comes from service well rendered.

A piano—more than perhaps any other article made—builds goodwill for the store that sells it, provided it is in every respect a first-class instrument.

Any MARTIN-ORME Piano sold stands as an enduring testimony to the integrity of the seller, because it renders, year in and year out, a service attained by no other.

There are points about the MARTIN-ORME Piano that lift it above the commonplace—points that you, as a dealer, will readily appreciate, and that will stand the critical questioning of your well-posted judgment. Write for full particulars.

WE INVITE CORRESPONDENCE FROM AGENTS IN OPEN TERRITORY

**THE MARTIN-ORME PIANO CO., LTD.**

OTTAWA

CANADA.