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IS THE WORD WHICH EVERYONE USES AT

## MODEL BELL PIANO





The production of these elegant instruments (which have been termed "The Artistic Standard of Canada") has been a veritable triumph for the great firm of BELL, and has not been without its effect in other quarters. Unscrupulous dealers—and there are many of them in the piano trade

dealers—and there are many of them in the piano trade unfortunately—have risen to the attack, and while such straws show plainer than any words of ours the direction in which public favor is blowing, it behoves us to issue a word of warning to intending purchasers—No matter what influence is brought to bear upon you, insist upon seeing and hearing the Bell Pland before committing yourself elsewhere. They may not be so cheap as other instruments, But Remember This—



THE ADDITIONAL PLEASURE AFFORDED BY A NEW MODEL BELL PIANO IS WELL WORTH THE EXTRA MONEY IT COSTS.

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