

**Martin-Orme**  
Pianos and Players  
From

**Ottawa**

The  
**CAPITAL**  
of  
**Canada**



STYLE "D"

## For the Man on the Field of Action

**Y**OU are a piano merchant on the field of action. — The home makers of our Great Dominion want an opportunity of purchasing, from a reputable Dealer, high grade pianos and players that will grace the parlor or the music room. They realize that while the design should harmonize with the furnishings of the home, the tone and durability are most important factors. Your leading line, therefore, will be a very important consideration.

**H**ERE is where the Martin-Orme line comes in, with the "Violiform System," an exclusive Martin-Orme feature in piano and player construction. It is a logical application of acoustic principles, which is one of the several ideas employed that bring out a pure, melodious singing tone entirely untainted by harsh or metallic suggestion that characterizes unskillfully made instruments.

Martin-Orme Players are all in tone and case design that the pianos are, with a player action equipment that is second to none on the market.

With the rapidly changing attitude of the public towards Player Pianos, put yourself in a position to step in and get a good share of the business, by featuring as your leader —

The  
**MARTIN-ORME**

Write us about Territory.

The  
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Piano Company, Limited

Ottawa

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