

That "Difficult" Customer
is easily won over, when you
demonstrate the

Martin-Orme Piano



MARTIN-ORME PLAYER
STYLE E

Every piano man knows the "difficult" prospect who wants this, insists upon that, demands assurances and exacts conditions without number.

Once satisfy this type of buyer and you have made a good business friend, who will not hesitate to turn other prospects in your direction. To quickly sell such a customer, a demonstration of the MARTIN-ORME is the easiest way.

The instrument fulfils every condition, satisfies every demand, justifies every assurance you may give. It meets even the exactions of the unreasonable. Consider what lasting satisfaction it furnishes the average purchaser.

There is no lack of selling points in the MARTIN-ORME—points of real value, rather than high-sounding terms tacked on to minor features of little real merit. Investigate!

WE INVITE CORRESPONDENCE FROM AGENTS IN OPEN TERRITORY.

The Martin-Orme Piano Co., Limited
Ottawa, - - - Canada