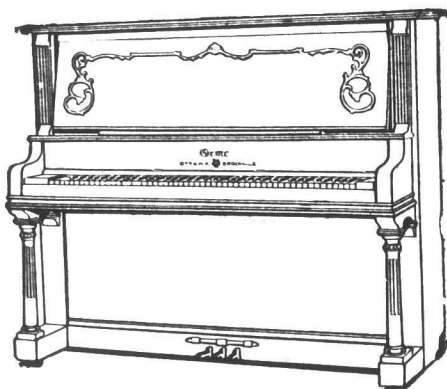


THE "ORME" PIANO

We ship to any point in Canada—guarantee safe delivery—allow YOU to be the judge of quality, and promise that in no instance shall disappointment result from dealing with our house—the second oldest in Canada. Could ANY offer be fairer?

At TORONTO EXHIBITION the entire lot of "ORME" pianos was sold to separate retail customers, and duplicate orders have already been received from these people's friends.

At OTTAWA the same thing resulted



Here's a cut of Style 20, about which a gentleman in Maple Creek wrote as follows, under date of Aug. 28, 1905:

"The 'ORME' Piano arrived safely five days ago, after a 25 mile drive over the Cypress Hills in a lumber wagon and behind a team of bronchos.

"I was fortunate enough to have a party of talented English musicians staying with me, and they said they had never heard a better piano."

This instrument was sold on its merits to a gentleman we had never met, and we are proud of his unsolicited letter, a complete copy of which, together with style sheets, prices, terms, etc., will be mailed free to any address.

Write to-day—NOW
—for reasons why we
can save you \$75 to
\$125 on a Piano.

For our standing refer to Bradstreets, Dun's, or Bank of British North America. We've been in Ottawa since 1861, and everybody knows Orme's—"Canada's Great Music House."

Used Organs, \$25 upwards

Used Pianos, \$50 upwards

J. L. ORME & SON

Dept. 9, OTTAWA, ONT.

"Everything in Music."

instance, or by neglecting to dress to the best advantage.

SLOVEN AND DUDE EQUALLY IGNORED.

The two faults in a man's dress that a woman does not readily forgive are dandyism and slovenliness. While a woman is apt—and reasonably—to think a good deal of her own dress, she is not favorably impressed by the man who shows an undue interest in his. I have known a too frequent change of ties noted to a man's disparagement.

And yet men who are apt to be dandies are frequently by no means fools. Disraeli, when he was a young man, was one of the greatest fops. When he was at Gibraltar he discarded one cane for another at the sound of the midday gun. A friend of Nelson noted that it was painful to see how overdressed he was on various occasions. He rejoiced in finery. The Duke of Wellington was nicknamed among his intimate companions "The Beau." It is not safe by any means to conclude that a man is a fool for overdressing.

The fact that men have atrociously bad taste in such things, and as soon as many begin to think about dress at all, they begin to make things worse than they were before by indulging in gross exaggerations of shapes and colors.

Slovenliness is, of course, often associated with genius. Some people make the mistake of supposing that the two things are inseparable. It may be to a certain extent flattering to a woman that a man who is so absorbed in work that he forgets to change his collar as often as he should, should yet find time to

would have rejected him before that disaster which his good sense has transferred into a fortunate chance.

TAKE ALL OR ANY KIND OF MAN.

Girls marry all kinds of men. The bigger the fool, the more some girls appear to appreciate him. The brute may find his admirer, as we can see for ourselves any day in the newspapers when we read their results.

"Women fall in love and marry men for many reasons. You might not think it, but they always have a reason of some kind, though," said Max Adeler. "One of the queerest reasons I ever heard of was that of Mrs. Hobolito, the wife of the distinguished performer in the lions' den of a travelling menagerie. Hobolito was always anxious to know when first the lovely and accomplished maiden who agreed to accept his name, fame and fortune became inspired with that regard for him which induced her to reply 'Yes' to a passionate appeal made rather vague by the signor's emotion and ignorance of five languages that got mixed up in the fervor of the occasion.

"I first thought I might be induced to listen to a proposal," confessed the signorina, "when I saw you in the lions' den, and I reflected that you might be eaten up any day!"

"The signor was not half pleased with that reply. Did it mean that she was induced to marry him because he was a hero, or because she reflected that there were so many chances that she should be an early widow.

WEDS THE ONE WHO LOVES HER BEST.
The man the girl marries, though, is,



Co. Bossie.

think of her. But she is shy of him, and reasonably so.

ADMIRE PLEASANT, AGREEABLE MAN.

But whatever a satisfactory appearance may do in the shape of an introduction, these are only the preliminaries. I have known people exceedingly sorry afterwards for introductions for which they most eagerly sought. I introduced a man to a woman some time since, in consequence of his earnest importunity, and he has reproached me ever since with being responsible for her having made him ludicrous from that time forth. I had anticipated it, knowing that the woman had a remarkable facility for arriving at a person's just value.

Without agreeableness, some ability, and the qualities girls admire, a presumably attractive man is liable to be an unenviable creature. That is where the plain, ordinary looking and even ugly man so often scores. If he has the sense to realize that he depends for approval upon something more than his looks, he exerts himself and wins.

One of my friends owes his immense success in society to an accident which permanently destroyed his good looks. Up to that time he had placed what appeared to me rather undue reliance on them. From the moment when his horse's hoof stamped them out forever, he resolved to rely for supremacy upon something else, and set to work to cultivate a charming manner. He is one of the most considerate, amusing and graceful men in society today. I would wager that he could marry a dozen girls who

in the vast majority of cases, just the man who she thinks loves her best, and whom she would love best to make happy from among all the men in the world. She does not require him to be particularly brilliant, heroic or saintlike, and it is a good thing. She demands sense, honor and "grit." She admires manliness—not the manliness that is identified with and can be acquired by dumb-bell exercises and things of that kind for half an hour every morning, but the manliness of a cool, sane, courageous facing of life's difficulties and problems.

Nine-tenths of women would sooner marry a man who is bravely struggling to succeed than have a ready-made successful man.

"I guess," explained the young American girl, when expostulated with on her choosing a struggling suitor, "that marrying a man who has just got everything already is something like buying a ready-made dress. One loses all the fun of the making."

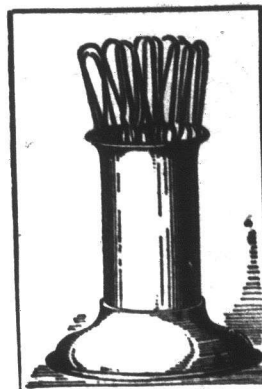
REJECT "SMART," SHALLOW MEN.

Greatly to her credit, the average girl despises and rejects the young fellow who is "too smart for anything." She has a wonderful quickness in recognizing the shallow impudence that seeks to hide the failure due to idleness and want of principle under a professed contempt for ordinary honest work. The quickest way to win a girl is to recognize that she generally shows a remarkable amount of good sense in choosing the man she marries, and to resolve to be worthy of it.

NEW THINGS FROM OUR NEW CATALOGUE

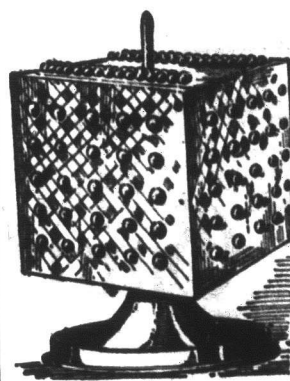
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