## Player Pianos That Sell

There are many player-pianos on the market that stay "anchored" in the dealers' stores. They are neatly designed and well finished, but they haven't the right quality of tone. On the other hand, Martin-Orme player-pianos are brisk sellers.



Martin-Orme Style "B" Player Piano

## Martin-Orme Player-Pianos

sell readily, because they have the same identical quality of tone that Martin-Orme pianos possess. They have the same "Violoform" construction, the same quality of material and workmanship. They are, in truth, Martin-Orme pianos, with the addition of a marvellously simple player mechanism, which plays with a life-like touch.

Martin-Orme Quality stands for all that a musician can demand in tone—all that an artist can desire in case-beauty—all that an expert can require in material and workmanship—all that a buyer can obtain in value for the money.

## TO DEALERS

If you are looking for a larger opportunity, write direct to us. We have a good proposition to make to piano dealers in territory where we are not actively represented.

## The Martin-Orme Piano Co., Ltd.

Manufacturers of Pianos and Player-Pianos of the Highest Grade only

Ottawa

Canada