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Scribner's Magazzino FOR 11893



Characteristic.

| $\mathrm{I}^{\mathrm{T}}$ is characteristic of the House and never deal in what is known in the trade as cheap instruments. It is characteristic of the House never to ask fancy prices (as some dealers do, and come down if they have to). Every instrument is marked in plain figures at actua selling price, which is always the lowest consistentwo quality and a fair living profit. <br> By these and other strict com mercial methods, I have built uf one of the largest, if not the large the Dominion. <br> I was awarded a special diplom: at the late Províncial Exhibitio for the best exhibit or Panos consisting of Chickering, Knabe Bell, Dominion, Mason \& Risch and Newcombe, which means <br> THE DIPLOMA of the exhibition in the Piano line <br> W. H. JOHNSON, <br> $121 \& 123$ HoLitis strebt, |
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