

VOL. LIV. No. 11 Published Every Saturday by Edward Lyman Bill at 373 Fourth Ave., New York, March 16, 1912 SINGLE COPIES, 10 CENTS

There Is A Difference!

X7HAT a piano merchant most desires in his warerooms is a piano that satisfies. There is a vast difference in pianos in this particular. There are some which appeal strongly to customers, but after a while it is found they do not "stand up"that they do not live up to the claims made for them. Dissatisfaction creeps in which means loss for the dealer in the way of time, and a dissatisfied customer invariably works some kind of an injury to the business. Now the Doll & Sons pianos have directly the opposite results. They please customers—in fact they delight them—and every Doll & Sons piano, or player-piano, sold means a satisfied customer and more trade for the dealer. These are facts that are worthy of the most careful consideration, because value and service are the keynotes of modern business success.

JACOB DOLL & SONS, Inc.

98-116 Southern Boulevard, New York