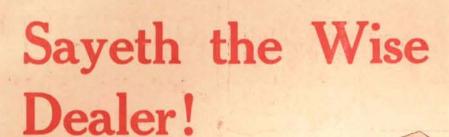
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## AR 25 1912

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Have you noticed the sayings of the wise dealer?

Have you noticed how strongly they bear upon the selling qualities of Bjur Bros.' pianos?

Have you noticed how the wise dealer is interested in the Bjur Bros.' instruments on account of their reliability on account of the admirable manner in which they fit completely into all piano requirements.

Be a "wise one" yourself and investigate these instruments, which are business builders in the truest sense.

Recollect, the Bjur Bros.' agency constitutes a valuable asset.

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