

Music Room

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CHARLES KOHLER



J. CALVIN CAMPBELL



QUALITY PIANOS AT QUANTITY PRICES

The Result of Manufacturing Facilities, Organization and Purchasing Strength

WHEN Charles Kohler and J. C. Campbell began business twenty-two years ago, they had the *right idea*. Both far-seeing men, they unerringly sensed the high place in the trade their piano would take if it possessed durability, good musical qualities, and could be sold at a moderate price.

They figured that a large output was essential to the success of such a plan and started with this principle fixed in mind.

From the very beginning the policy of "Quality and Quantity" has dominated this business.

The first Kohler & Campbell pianos built attracted instant recognition. Large and keen piano merchants immediately saw in this new piano something they had, up until that time, been unable to obtain. The Kohler & Campbell became known as one of the thoroughly **DEPENDABLE** pianos of the industry, a piano of exceptional musical merit and always **PURCHASABLE AT A PRICE** well within the accepted standards of the trade.

Time has justified their policy. Kohler & Campbell Pianos and Players now have a representation among successful piano merchants **SECOND TO NONE**, and are acknowledged to be the most highly profitable line in the retail field.



KOHLER & CAMPBELL Inc. New York
Manufacturers of More Than 200,000 Pianos in 22 Years