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 The Colomanate Hotel property, oouthwest

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## BAD BOYS BREAK JALL AND ROB SHORE STORI

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# The Return of the Prodigal 

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 ing a line of choice instruments. He admits his store experimented with various makes of pianos and relegated to oblivion dozens of makes which they found, after long experience, were not worthy to be housed under the same roof with the pets they have now chosen and qualified as "par excellence."
I He admits, however, that for several years a sheep strayed from their fold and became a part and parcel of another shepherd's flock, but their house has accomplished wonders to induce that sheep to come back and stand as an emblem of righteousness in its proper place. And there, where the baby was carefully nursed and raised when it was young, it is again crying out to the public from its original incubator to come along and take one.
II The strangest part of the story is, however, that the store in question admits it took them sixteen years to pick out what they call a good line of pianos. What about the people who purchased those admittedly poor instruments they sold in all these years? What guarantee have the people now that they are not mistaken, as they were sixteen years ago?
पI Does it not, dear reader, after all, simmer down to common everyday facts that need no polish to cover up the defects, that the judge of bricks is the brickmaker; the judge of cloth, the intelligent weaver, and the farmer the judge of grains? A jewelry salesman may know little about jewelry, but the watchmaker understands a watch, and the piano manufacturer understands pianos. If you go to the manufacturer direct, as we are, you surely stand a better chance of getting a superior article and more satisfaction for less money than you can get from a dealer in any line, as we are the only piano manufacturers in Philadelphia. We claim, and common sense will tell you, that we can save you from 25 to $30 \%$ on the purchase of a piano, together with knowing that it is made here in Philadelphia and by dealing directly with the maker, eliminates all middlemen's profits.
II We manufacture uprights, grands and players of the best quality and latest stylefor the least money and on easy weekly or monthly payments.


## IT PAYS TO THINK



Weat Phildedelphia Branch 52d and Cheotnut Sts.


11th and Chestnut Sts.
Factory: 50th and Parkaido Ave.
North Philedalphth Pranch

