

### The Pearson Music House



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# A Cable-Made Piano Is a Good Investment

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OU couldn't possibly be as critical of our instruments as we ourselves are. You will examine carefully the beautiful woods of the case to see if there is anywhere a flaw. You will have the piano turned around to see how solid and staunch the back. You will test the tone—first softly, then by forcing it and you will strike rapid-

That's all good as far as it goes, but

#### In Our Factories 24 Experts Inspect Each Piano

ly, continuously, a single key, to determine how responsive the action.

during the various stages of its construction. The many parts inside and out of your sight have all been in very plain sight to these inspectors of ours. No detail has escaped their eye. That is why CABLE-MADE Pianos wear well, sound well—and in a word—satisfy.

Every one of these pianos is standard in its grade and class and is absolutely guaranteed:

CONOVER PIANOS
CABLE PIANOS
KINGSBURY PIANOS
WELLINGTON PIANOS
EUPHONA PLAYER-PIANOS

Then, as you know, we are the makers of the celebrated

#### **CAROLA INNER-PLAYER PIANO**

No Other Player-Piano

—contains the *Miniature Key-Board*, our exclusive patented device which takes the stiffness out of the stroke—gives it that flexible, human touch of the musicians' fingers.

—contains a Transposing Device enabling you to instantly transpose through nine keys and transpose by the only correct method which does not bend the tubing.

And there are ten other exclusive patented features.

When you buy a new instrument or exchange your present one for a new *[NNER-PLAYER]* or Grand Piano be sure you write for our five factory catalogs.

## The Cable Company, Chicago

World's Greatest Manufacturers of Pianos and INNER-PLAYER Pianos Wabash Avenue & Jackson Boulevard

#### THIS COMPOSITION