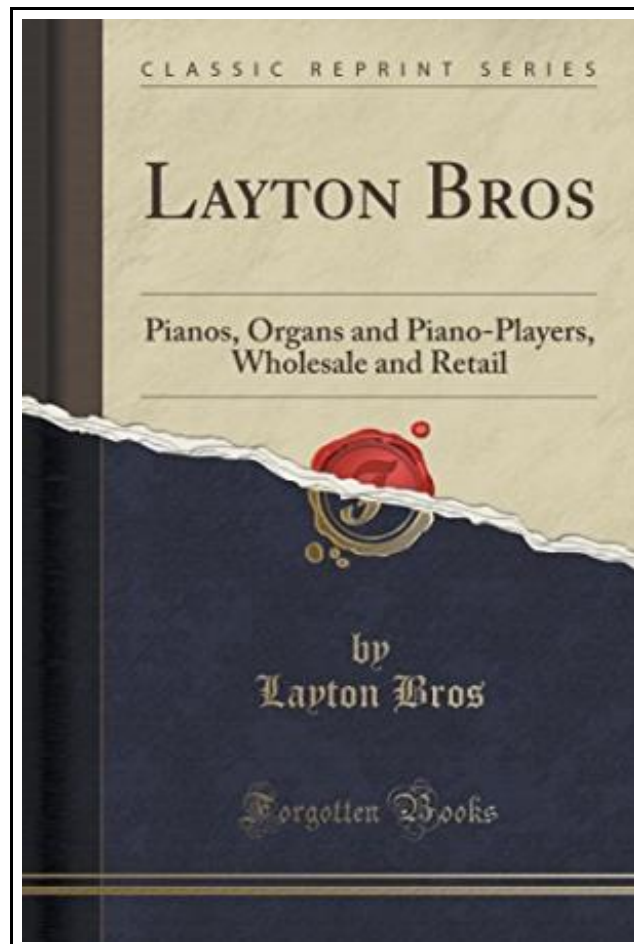


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(Dominic Collins)

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Forgotten Books, United States, 2015. Paperback. Book Condition: New. 229 x 152 mm. Language: English . Brand New Book ***** Print on Demand *****.Excerpt from Layton Bros: Pianos, Organs and Piano-Players, Wholesale and Retail This is not at all an easy matter, considering the legion of different makes there are to choose from. It is estimated that in Canada alone at least twelve thousand pianos are manufactured annually. One cannot altogether be guided by a name. It does not necessarily follow because a particular make of piano took high honors half a century ago that it is now up to modern requirements. It has often happened that the goodwill and business of a celebrated maker is bought up by a joint-stock company, and it is then put forth that such and such a piano is A1, for the simple reason that the name has been before the public for fifty or seventy-five years. Were the founder of such a firm living, it might probably be all right, but in some cases two generations have passed away, and the present proprietors have not even a third cousin of the originator in their midst. However, it is The Piano. and the public are satisfied. In Europe most people who are connected with the piano business have a technical knowledge of the same, but on this continent it is an exception when you find a manufacturer, or even a dealer, a practical man. The great majority enter the business purely from a commercial standpoint, and are, therefore, at the mercy of their employees. In many cases those who make the biggest pretensions are the most ignorant. They could not even sound a chord on an instrument, or criticize it in any way. However, they have good business ability, and know how to get...



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