



Fall Bargains in PIANOS, PLAYERS AND ORGANS

Every instrument we offer in this list is guaranteed to be in excellent condition, and a great many equally as good as new. If any particular instrument suits your requirements, make your choice now.

ORGANS

PELTON & CO.—Small cabinet in walnut, eight stops, four sets of reeds and one knee swell. Price \$33. Terms, \$10 cash, \$6 monthly.

BELL & COMPANY—Five octave cabinet in walnut, six stops, octave couplers and knee swells. Price \$38. Terms, \$10 cash and \$6 monthly.

DOMINION—Five octave cabinet in walnut, eight stops, octave couplers, knee swells. Price \$40. Terms, \$10 cash, \$6 monthly.

UXBRIDGE—Five octave cabinet organ in walnut, ten stops. In fine state of repair. Price \$45. Terms, \$10 cash and \$6 monthly.

KARN—Five octave organ, ten stops. Nice looking organ, in excellent condition. Price \$45. Terms, \$10 cash and \$6 monthly.

DOMINION—Piano case, six octave, golden oak, twelve stops, four sets of reeds, octave coupler, knee swell, mouse proof. Price \$70.

DOMINION—Seven octave, piano case, in walnut, eleven stops, four sets of reeds, octave coupler, knee swells. Price \$80.

DOHERTY—Piano case, mahogany, four sets of reeds, thirteen stops, grand organ knee swells, elaborate case, large mirror on top, lamp brackets, new. Price \$140. Terms, \$15 cash, \$8 monthly.

SHERLOCK & MANNING—Player organ, mahogany, fourteen stops, four sets of reeds, octave coupler, player attachment couplers, knee swells, played by hand or with music roll. Price \$200. Terms, \$20 cash, \$8 monthly.

PIANOS

BRINSMEAD, LONDON, ENG.—Small cottage size piano, in very beautiful Circassian walnut case. Instrument about 20 years old, the finish almost as good as new, good piano for student of music. Price \$100. Terms, \$15 cash and \$6 monthly.

PIANOS (contd.)

GAYLORD, CHICAGO—Cottage size, in very handsome Circassian walnut case. This piano is thoroughly overhauled and should stay well in tune. Special Price \$130. Terms, \$10 cash and \$6 monthly.

HOERR & CO.—Large size black case, about fifteen years old, taken in exchange; in excellent state of repair. A good instrument for many years to come. Price \$165. Terms, \$10 cash and \$6 monthly.

A. B. FURLONG, N.Y.—Medium size, mission oak, late model. Price \$230. Terms, \$15 cash and \$7 monthly.

HASHBROUCK, N.Y.—Medium sized piano, in English dark oak. This piano has been used about two years. Originally cost \$450. In excellent state of repair. Selling Price \$240. Terms \$15 cash and \$7 monthly.

NEWCOMBE PIANO—Large size, in dark walnut case, has been used about eight years. Is in excellent state of repair, will be good piano for many years to come. Original price \$500. Selling for \$245. Terms, \$15 cash and \$7 monthly.

HARVARD, CHICAGO—Walnut case, varnish in nice condition. Piano in use about three years. Original price \$500. Selling for \$250. Terms, \$15 cash and \$7 monthly.

MORRIS—Walnut case, Louis design; used only a few years; in excellent condition. Regular price \$400; taken in exchange on New Scale Williams piano. Selling at \$265. Terms, \$15 cash and \$7 monthly.

NORDHEIMER—Mahogany case, large size, in good condition; taken in exchange on New Scale Williams piano. Special Price \$275. Terms, \$15 cash and \$7 monthly.

ENNIS & CO.—Late design, walnut case, used less than one year, in perfect condition. Price \$280. Terms, \$15 cash and \$7 monthly.

STEINWAY—Parlor grand, in ebony case. Originally cost \$1,500; in use about fifteen years. Action and tone very fine. Good piano for public hall. Selling Price \$300. Terms, \$20 cash and \$8 monthly.

NEW SCALE WILLIAMS—1914 model in dark mission case. Regular price \$450. In use about one year. Good as new today. Price \$350. Terms \$20 cash and \$8 monthly.

APOLLO, CHICAGO—Piano-Attachment Player. This instrument looks almost like new, and is in as good condition as when new; has had very little use. Plays the regular 65 note music. Original price \$350. Selling today for \$100. Terms, \$15 cash and \$7 monthly.

PLAYERS

MARTIN-ORME—Cottage size, mission oak; shows no indication of wear; taken in exchange on New Scale Williams piano. Price \$425. Terms, \$15 cash and \$10 monthly.

EVERSON—Louis design, walnut case, medium size; used about two years. Regular \$700 piano. In perfect condition. Price \$450. Terms, \$15 cash and \$10 monthly.

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Any instrument that is not as represented can be returned to us at our expense.

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Music in the Home

By H. C. Skinner

"Music is a moral law. It gives a soul to the universe, wings to the wind, flight to the imagination, a charm to sadness, gaiety and life to everything. It is the essence of order, and leads to all that is good, just and beautiful, of which it is the invisible, but nevertheless dazzling, passionate and eternal form."—Plato.

Have you ever stopped to consider what a world this would be without music? Imagine for one moment that the earth was peopled with races who knew not the soothing and inspiring influence of harmony. Supposing music did not enter into our church services, or even worse, we were deprived of music in the home, what a listless, colorless life we should live, and what would be the outcome of it all? Man would be a callous, indifferent mortal, absolutely devoid of tender emotions. But God in His wisdom when He created man gave him a mind that could be soothed and inspired and would respond to pleasing vibrations or sound waves. Way down the ages music has been one of the finer accomplishments which tend to make up a finished education. Biblical history tells us of the lute, lyre, cymbal, etc., and the mention of dancing immediately conveys to us the sense of rhythm. Even in the most barbaric races some kind of musical instrument has always been found.

A Divine Gift

Music then can rightly be called a divine inheritance and of all gifts adds most to the attractiveness of life. It makes life worth while. We arise in the morning with a song of praise on our lips and thank the Creator for His goodness. There is no other art known to science which can so completely express sorrow, passion and glee, or so correctly reproduce the temperament of mankind. We fall on our knees to Gounod, Sullivan, Wesley, Stainer, Martin and a host of others. We rise to celestial heights with the appealing works of Mendelssohn, Handel, Haydn, Dvorak; we skip with delight to the lilt and fire of the operatic masterpieces of such composers as Wagner, Verdi, Donizetti, Wallace, Mascagni, Balfe, Bizet, Tchaikowsky. It is not the writer's intention to dwell upon the development of musical instruments, neither to introduce burdensome technicalities. We all know that the pipe-organ, commonly termed the "King of Instruments," has been produced by the genius of man and vividly displays in one mighty speaking piece practically every sound known to civilization. Let us acknowledge that we are living in a modern era and are anxious to make the most of those opportunities which genius and civilization have brought us. Perhaps nowhere is music so eagerly sought as in the country.

A Pleasure to All

"Man goeth forth to his work and to his labor until the evening," sang the Psalmist of old.

And man returns from his labors at the close of day to enjoy the privileges which his own home affords. The dull days of winter are sped along by the aid of music. With what pride a father and mother can look upon their children when music constitutes a part of their education. How the old folk will smile approvingly when the little tot plays the piano or organ as an accompaniment to the voice. It is an entirely mistaken idea to presume that music is born in some children and not in others. True, some children have the sense of pitch and rhythm in a more marked degree than others in the early stages of childhood. But after all, like learning the alphabet, for instance, it is purely a matter of practice and patience. A few of the world's greatest composers were born of most humble parentage and music in such a high state of culture was not traceable in either parent. Music, therefore, is not always hereditary. We repeat it is a divine gift. It is the parents' duty to develop that gift or hidden force.

Begin Early

"The man that hath no music in himself, nor is not moved with concord of sweet sounds, is fit for treasons, stratagems and spoils."—Shakespeare.

The correct age to take a child in hand to teach it the first principles of music cannot be set. Much depends on the forwardness of the child and its adaptability to learn the easier school lessons.

Health, quickness and observance are most important factors and should be closely studied. Children have been known to commence at six years of age. Between the ages of six and eight has proven to be a good time in many cases. Europe has produced child prodigies at the age of eight. This at once indicates to us that an early start in life is preferable. To be an accomplished artist when so young and one who can appear before a critical audience is scarcely believable. Such cases of course are extremely exceptional, it must not be supposed that any child can perform similar wonders, yet we learn a great lesson in that the youthful brain is most susceptible to training. Another advantage to be gained by having a child taught when young is the flexibility of the fingers. As we grow older our knuckles and joints become more set and lose their suppleness. They will not move freely, which is so desirable in florid or quick passages. Every instrument to be played calls for the free use of the fingers. Some children will not take to music rapidly, because childlike they prefer play to learning. The parents should exercise a quiet but insistent patience in such cases. It will be found that previous reluctance will vanish with the mastery of the instrument.

The Open Door

Patience and practice are rewarded in later years. The most humble can mingle with the richer classes. Music holds no class distinction or social plane. Knowledge and accomplishment are the only essentials. What a splendid asset for the young man or woman starting out in life. Music is the gateway to success. In the remotest parts of the earth music will always find a friend—a hearer. Besides it makes men and women. Its close association with divinity builds up the home.

Have your children taught the very best. Do not allow the desire to play ragtime to develop unduly. This article has already shown how closely music is related to the senses. Cultivate the taste and you will be modelling the character. Temperament is vividly portrayed in the style of the music chosen. Like most earthly things, taste grows with the subject. Carry out your duty and the finished product will strongly resemble your ambitions.

Within Easy Reach

The days are passed since the farmer was unable to provide the necessary entertainment for his wife and family. There are a wide range of instruments to choose from. Probably the most suitable instruments are the piano, house organ and violin. The piano and organ naturally have the largest sale, chiefly because children take to them more readily. Where there is a piano or organ the violin of course is a most useful adjunct. It is a splendid obligato to an accompaniment, but the violin is almost useless without an instrument of fixed pitch, unless the pupil is gifted with a true sense of pitch.

Modern business methods have brought all musical instruments within the range of everyone. Pianos and organs can now be bought on the hire-purchasing system. It is a system to be recommended as it does not involve a large initial expenditure. There are many firms advertising musical goods to the farmer on easy terms, such as \$10.00 down and \$8.00 per month. This method of buying carries a rate of interest at 6 or 7 per cent. Many farmers have hesitated in purchasing a musical instrument largely because they happen to be in an isolated part of the country where a teacher for the instrument is not to be found. To those we would say there are a few good teaching systems to be purchased by mail. We do not deprecate nor condemn all of them. You owe it to your children to provide the necessary equipment. Give them a thorough education. With proper care your investment will repay you four-fold.

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