

**Gerhard**  
**Heintzman**  
**Influence**

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OR every person who sets foot inside your store, there are a dozen folks in town who see and hear the pianos and players you sell; who observe your service—and they size you up accordingly.

Your part done well not only pleases your customers, but gets you new ones.

This manner of help goes with the Gerhard Heintzman agency—and this is what makes the Gerhard Heintzman Piano the "first choice" of many successful dealers. The piano itself impresses musicians wherever music is appreciated, and it is the grade of instrument which you feel impelled to surround with up-to-date service.

The new Gerhard Heintzman Metal-action Player is the instrument of the moment. To a person who is fond of good music and who cannot play, you demonstrate this new musical product and you'll be sure to strike a "spark."

**Gerhard Heintzman, Limited**  
**75 Sherbourne St., Toronto, Can.**