

*"Where the Musician Lead  
It is Safe to Follow."*

"None will dispute this in regard to the purchase of a piano. The make of piano the pianist, vocalist and the teacher selects and uses with increasing pleasure and satisfaction is surely a safe investment for the everyday purchaser."

It has been a source of the greatest satisfaction to Messrs. Gourlay, Winter & Leeming that from the very commencement of their business their policy and platform and the merit of their instruments have secured the endorsement and patronage of the professional and amateur musician to an extent that is without parallel in the history of any piano firm on this continent.

When it is borne in mind that this support is the hardest to win, because in the nature of things the musician is the expert, who has most knowledge and is most critical and discriminating, and when it is also borne in mind that their business only dates from 1890 and their opportunities to supply them has therefore been very brief, the following partial list of patrons must have great weight in emphasizing the fact that Gourlay, Winter & Leeming's line of instruments are the choice of Canada's musical experts as well as of citizens of wealth and refinement.

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At one of the Paris stations of the McAll Mission an aged woman who had learned by heart many of the hymns, and seemed to find all her delight in them, came to the meeting leaning on a crutch, and evidently very feeble. The subject of discourse that night was "Dress"—the robe of righteousness, the wedding garment. At the close she said to the preacher, "I believe this is my last visit to the hall; if I can never come again, you will know where I have gone. My infirmities increase rapidly." "I will come to see you," said the preacher; "but if God called you in the meanwhile, have you any fear of appearing before him?" "O, no!" she replied, "I am too well dressed for that—too well dressed to dread the judgment. He hath clothed me with the garments of salvation; he hath covered me with the robe of righteousness."