



Special Christmas Sale

OF SLIGHTLY USED

UPRIGHT PIANOS

Every piano described in this list is worthy of a place in your home. Every one is in fine order, having been overhauled by our expert workmen. Most of them are so nearly new that nothing but tuning and polishing was necessary. The others have been thoroughly overhauled, and to-day every one is as good as when new. Every one is guaranteed for five years, and will be shipped on approval. We pay the return freight if not satisfactory. Every one is underpriced and a bargain. Better order to-day to secure the instrument of your choice. Better still, send your second and third choices also, in case the first should be sold before your order is received.

TERMS OF SALE:

Pianos under \$250.....\$10.00 Cash and \$6.00 per month
 Pianos over \$250.....\$15.00 Cash and \$7.00 per month

A discount of 10 per cent. for cash. A handsome stool accompanies each piano.

If monthly payments are not convenient, quarterly, half-yearly, or other convenient payments may be arranged. Write us. We wish to suit your convenience.

- GREAT UNION**—7½ octave upright piano, by the Great Union Piano Co., New York, in ebonized case, with plain polished panels. Case is of simple though attractive design. This piano has been thoroughly reconstructed, and is a nice toned instrument. Sale price\$185
- MENDELSSOHN**—A very attractive small-sized upright piano, by the Mendelssohn Co., Toronto, in double veneered mahogany case, with plain panels. Has trichord overstrung scale, 3 pedals, practice muffer, 7 octaves. Has been used less than a year. Manufacturer's price, \$275. Sale price\$198
- EMPRESS**—A Cabinet Grand upright piano, in walnut case, with full-length panels and music desk, 3 pedals, muffer, etc. This very attractive sweet-tone piano is of a style made specially for us, and sold under our registered name and guarantee. We have sold many duplicates of this piano, and in every case satisfaction has been given. Has been used less than 18 months, and cannot be told from new. Sale price\$205
- BEHR BROS.**—A Cabinet Grand upright piano, by Behr Bros., New York. This exceedingly fine piano is one that, though it has had quite a few years' use, the sterling workmanship that its makers are noted for has provided a foundation that our experts like to work upon in its reconstruction, and the piano is again as good as new. Special sale price.....\$228
- PRINCE**—A very handsome Cabinet Grand piano, by the Prince Co., Toronto, in burl walnut case, with full length carved panels and music desk, full iron frame, 3 pedals, ivory and ebony keys, etc. Cannot be told from new. Special sale price\$238
- MENDELSSOHN**—7½ octave upright piano, by the Mendelssohn Piano Co., in dark mahogany case of attractive design, with full length music desk and carved panels. Has double-folding fall board, 3 pedals, ivory and ebony keys, practice muffer. Has been used less than 18 months, and cannot be told from new. Special sale price\$243
- WINTER**—A very attractive Cabinet Grand upright piano. Is in handsome walnut case, with full length plain panels and music desk. Is a piano of particularly solid construction and exceptional wearing qualities. Stands unusually well in tune. Has been repolished, action readjusted, etc. Cannot be told from new. Original price, \$425. Sale price\$253
- GERHARD HEINTZMAN**—A 7½ octave Gerhard Heintzman piano, of medium size, in walnut case, full length music desk, carved panels, trichord scale, ivory and ebony keys, etc. Is in as good order as when it was new. Sale price\$257

- McMILLAN**—A 7½ octave Cabinet Grand piano, made by us in our factory at Kingston a little less than six months ago. It is in handsome figured walnut case, double veneered throughout, full length panels and music desk, Boston fall board, 3 pedals and dulcophone or muffer stop. Is a sweet, mellow-toned piano. Cannot be told from new. Sale price.....\$258
- GERHARD HEINTZMAN**—A 7½ octave Boudoir Grand Upright Gerhard Heintzman piano, in walnut case of attractive design, full length carved panel and music desk, 3 pedals, ivory and ebony keys, etc. Is just like new. Sale price\$273
- NORDBEIMER**—A Cabinet Grand upright piano, by the Nordheimer Co., in rich mahogany case, with plain polished panels, Boston fall board, 3 pedals, ivory and ebony keys, etc. This piano is of attractive design, and both in tone and appearance is just like new. Special sale price\$283
- MASON & RISCH**—A handsome Cabinet Grand upright Mason & Risch piano, in beautiful crotch mahogany case, of artistic Colonial design; has Boston fall board, 3 pedals, ivory and ebony keys; is in first-class order. Cannot be told from new. Manufacturer's price, \$550. Special sale price.....\$288
- GOURLAY**—A Cabinet Grand upright piano of our own make, Empress design, in attractive walnut case, full length plain panels and music desk, Boston fall board, 3 pedals, etc. This piano has had 15 months' use, and has been in no way impaired, either in tone, touch or appearance. Will be as much of an ornament in the home and a source of perpetual pleasure to musicians as though its price were double the present figure. Special sale price\$305
- GOURLAY**—A new design Louis XV. Gourlay piano, one of the most popular, if not the most popular style that we have ever sold, in rich mahogany case, full length panels and music desk. Has been used less than a year, and is in every way as good as new. In quality, it is the very highest, for Gourlay pianos are all of one quality—the best. Special sale price\$318
- GOURLAY**—A new Grand Scale Gourlay, in beautiful case of richly-figured walnut. Is of ornate Colonial design, and is built on the "grand" principle of construction, producing a sympathetic richness and fullness of tone that has found favor with musicians in all parts of Canada. Special sale price.....\$325

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