

"I have formed a trust with  
the people" - To use me once  
is to use me always  
Blue Ribbon Tea

## *The* **GOURLAY PIANO**

**IS THE CULMINATION  
OF PIANO EXCELLENCE**

**I**N ITS MANUFACTURE we have begun where others have left off. In it we have achieved something better than that hitherto acknowledged as the best.

Whatever one piano manufacturer may do is open to the world to examine and criticize, to experiment upon and improve; and the experience and judgment which direct wise experimenting are the qualities which tell—*We possess those qualities.* Our intimate experience with and knowledge of the world's best pianos has aided us not a little.

**THE GOURLAY is the crowning success  
of nearly a century of advancement in  
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