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**TORONTO** 

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## GOURLAY, WINTER & LEEMING

188 Yonge Street, Toronto, Ontario

## Gerhard Heintzman Pianos



E sell the Gerhard Heintzman Piano for the most part not to people who go to various music stores in search of "bargains," nor to people who go rough a stock of pianos enquiring "How much is this piano? How much is that piano?" but to people who visit our warerooms with seemingly no other thought than "Gerhard Heinteman. These are the people who buy Gerhard Heinteman Pianos. They are the people who know and appreciate pure tone, responsive action, superb case design, and who marvel that such a piano can be sold so reasonably as is our custom. It requires only a little longer time to pay for a Gerhard Heintzman than an instrument of much inferior quality, and the terms are practically the same.

A card of enquiry will bring a personal letter with full particulars.

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HE Gourlay Piano is the embodiment of the latest thought in piano construction. The Gourlay Piano is not only a first-class piano, it is something better. There are pianos, first-class in material and workmanship, whose construction and design, inside and out, present but few improvements over what they contained years ago. We offer something more in the Gourlay Plano-we offer improved pianos, embodying not only first-class materials and workmanship, but also that certain fine quality of excellence which results from their being constructed in an atmosphere of progress, and the same spirit which has produced first pianos of such remarkable excellence is subtly expressed all through our work. Write for new illustrated catalogue, which gives full particulars.

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