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# Sensational Bargains in Square and Upright Pianos

OPPORTUNITY FOR MAIL-ORDER CUSTOMERS

We are offering to buyers another fine list of Piano bargains. Without doubt it would be hard to equal this lot. Every piano is in first-class condition.

## SQUARE PIANOS.

1. **Dunham, New York**, carved leg square, rosewood case, octagon legs, 6½ octaves, very good practice piano..... **\$ 65 00**
2. **Stoddart, New York**, carved leg square, rosewood case, octagon legs, 6½ octaves, very good practice piano..... **65 00**
3. **Dominion Square**, 7½ octaves, over-strung scale, carved legs and lyre and in A1 condition..... **109 00**
4. **Steinway & Sons, New York**, rosewood case, over-strung scale, 7 octaves, octagon legs, a beautiful piano in first-class condition..... **115 00**
5. **Bathbone & Sons, New York**, carved leg square piano, 7½ octaves, over-strung scale, serpentine base..... **120 00**
6. **Haines Bros., New York**, square, carved legs and lyre, 7½ octaves, over-strung scale..... **125 00**
7. **Dominion Square**, carved legs, over-strung scale, serpentine base, 7½ octaves, in elegant condition..... **130 00**
8. **Mathushek Square Piano**, rosewood case, carved legs and lyre, serpentine base and top mouldings, over-strung scale, 7½ octaves; a thoroughly well-made instrument, in excellent condition..... **135 00**
9. **Heintzman & Co., Square Piano**, carved legs and lyre, serpentine base, 7½ octaves, over-strung scale; regular price, \$550. Special at..... **140 00**
10. **Weber, New York**, carved leg square piano, beautiful rosewood case, 7 octaves, over-strung scale with top mouldings; made by one of the best makers in the United States. Regular price, \$600. Special at..... **150 00**
11. **Chickering & Sons**, square piano, beautiful rosewood case, carved legs and lyre, 4 round corners, serpentine base, over strung scale, 7½ octaves, square grand; one of the best instruments made. Regular price \$700. Special at..... **160 00**
12. **Steinway & Sons, New York**, carved leg square piano, 4 round corners, 7½ octaves, over-strung scale, carved legs and lyre. Regular price, \$700. Special at..... **165 00**

## UPRIGHT PIANOS.

13. **Mason & Risch**, rosewood case upright piano, with 3 carved panels in top door, 7 octaves, over-strung scale; a good piano..... **215 00**
14. **Dominion**, upright piano, walnut case, 7 octaves, 2 carved panels in top door, an elegant toned piano and A1 value; regular price, \$350. Special at..... **225 00**
15. **Jennys & Sons**, upright piano, ebonized case, 7½ octaves, cabinet grand, carved panels in top door; regular price, \$400. Special at..... **235 00**
16. **Standard, Toronto**, upright, cabinet grand, 7½ octaves, Boston fall, continuous music rack, 3 pedals, regular price, \$385. Special at..... **238 00**
17. **Dominion**, upright, cabinet grand, 7½ octaves, 3 carved panels in top door, beautiful walnut case; regular price, \$450. Special at..... **250 00**
18. **Prince, Toronto**, cabinet grand upright piano, with Boston fall, continuous music rack, nicely decorated top door, 3 pedals, 7½ octaves, in elegant condition, used less than three months; regular price, \$375. Special at..... **255 00**
19. **Eaals & Co., Hamilton**, elegant upright piano, beautiful walnut case, cabinet grand, with continuous music rack, Boston fall, beautifully decorated top door, 7½ octaves, 3 pedals, practically brand-new; regular price, \$400. Special at..... **275 00**
20. **Wormwith & Co., Kingston**, upright walnut case, cabinet grand, with continuous music rack, Boston fall, beautifully decorated top door, 7½ octaves, 3 pedals; practically brand-new; one with mandolin attachment, susceptible of banjo, mandolin or harp effect..... **285 00**
21. **Heintzman & Co.**, upright, with Boston fall, continuous music rack, beautifully decorated top door, 7½ octaves, 3 pedals; an instrument that would be a credit to any drawing-room, and a pleasure to the musician. Almost as good as new. Regular price, \$475. Special at..... **325 00**
22. **Weber & Co., New York**, beautiful walnut case with 3 carved panels in top door, 3 pedals, 7½ octaves; made by one of the best manufacturers in the United States; regular price, \$650.00. Special at..... **335 00**

## BARGAINS IN PIANO PLAYERS

23. **One Beautiful Piano Player**, regular price \$275.00, special at..... **225 00**
24. **One Beautiful Piano Player**, regular price \$275.00, special at..... **200 00**
25. **One Beautiful Piano Player**, regular price \$275.00, special at..... **185 00**

\$10.00 worth of music goes with each machine. Anybody desiring to purchase a Piano Player will find it to their advantage to communicate with us.

## TERMS OF PAYMENT

These pianos are sold under the following conditions:—Pianos under \$100, \$5 cash, balance \$3 per month. Pianos over \$100 to \$150, \$10 cash, balance \$3.00 per month. Upright pianos over \$250, \$15 cash and \$7 per month. Quarterly and half-yearly payments arranged, if desired.

YE OLDE FIRME OF

**HEINTZMAN & CO., Limited**

115-117 KING STREET WEST - - - TORONTO, ONT.



## On Changing One's Opinions.

We all know the man of whom it is said by everyone, "He is a man who knows his own mind." Now, this faculty of knowing one's own mind is, it goes without saying, most desirable. Most certainly, one would not want to be placed in the class with the man who never knows his own mind, who is continually vacillating, and changing from one thing to another, a source of irritation, alike to himself and to his friends. Such a man, one well knows, is little likely to "amount to anything" in the world, and, as a rule, manages to put in a rather unsatisfactory and unhappy time of it. There is, however, one point which one is very likely to overlook: there is a very great difference between knowing one's mind, and never changing one's opinions. To know one's mind is to be able to see clearly and keenly, and to be able to form the right decision whenever decision is necessary. But this is a very different thing from getting hold of an idea, and hanging on to it though the heavens may fall. There are, of course, many things about which the conscientious mind can make no query; right is right, and wrong is wrong. There are, on the other hand, myriads of other things which may well remain as open questions, and myriads of others still upon which a second conclusion, or even a series of conclusions, may well be formed. For instance, a friend does something which may look to us "mean." Instead of condemning him at once, would it not be better to think that there may be extenuating circumstances? If we knew all the facts, we might find our point of view altered entirely. Again, at twenty-one we may have formed a certain conclusion upon a certain subject; at twenty-five, with new light, we may form a different conclusion; at thirty, with yet clearer vision, the matter may look to us different still; and so it goes.

In fact, the more one thinks of it, the more it would seem that it is not only advisable, but positively necessary to our development, that we should, at certain times and upon certain subjects, occasionally change our opinions. How else can we avoid being narrow-minded, intolerant, one-sided? First opinions are not always the right ones, and only motionless waters become stagnant. As Carlyle says: "To-day is not yesterday. We ourselves change. How can our works and thoughts, if they are always to be the fittest, continue always the same?" It is, probably, worthy of notice that, invariably, the most profound and scholarly men are the ones most ready to listen to others, and to weigh every side of a question in the balance. This very consciousness of fallibility is it which makes these men so simple in life and manner, so ready to grip upon the good as it comes, and hold all other matters in suspension. A man with a little knowledge or experience may be conceited, arrogant, opinionated; a man who has gone far beneath the surface of things, never.

Let us, then, be ever willing to have greater light thrown upon any subject whatever, and not only willingly but gladly give up old opinions in exchange for better ones. Let us not fail to realize that, among the many delights of life, not one of the least is the continual sensation of the broader vision, the greater keenness, and truer perception of things which, if we are truly progressing, must come to us as years go on. The common experience of mankind must teach us that, in going through life,

we must leave much behind us, early friendships, and ambitions and aims. Many pieces of prose for which we had not bargained must come into the poetry of the career which our dreams had pictured. But, as a rule, things are better than we give them credit for. So long as we are making progress in mind and heart, we can seldom be wholly miserable. As has been well said: "Great sorrows come to us at comparatively rare intervals," and it rests with us that the petty ones are not permitted to fill our lives with nagging misery. It is not necessary to our happiness that we be great, or noted, or even noticed, but it is necessary that we move forward in some way. "Ring out the old, ring in the new. Ring out the false, ring in the true," be our motto. DAME DURDEN. "Farmer's Advocate" office, London, Ont.

## Occasional Papers.

SOME CHARACTER SKETCHES.

No. III.

A Way-faring Couple.

(Continued.)

We left our young people starting almost joyously upon their long tramp in search of a new home amidst new surroundings. Fate had seemingly served them a scurvy trick, but they were not going to be downhearted over it; no, not they; so they went along that dark, dewy road on that early morning gayly enough. "Now that they were fairly on the mountain of their affliction, they found there were flowers upon it. They were young and strong. 'It was enough sight better than being cooped up in the shop,' said David, and Minty said she was glad not to be in the house washing dishes upon such a splendid morning." . . . And so, still hopefully living meagrely on crackers and blackberries gathered from the hedges, they reach White River, only to find no vacancy in the shops. Then on and on they walk, with steps more or less flagging, to Waterbury—fifty miles farther on—to be met with the same answer to their appeal for work; until, discouraged and disconsolate, they stop awhile to rest upon a stone wall on the edge of a pasture, a little out of a village, hardly daring to look one another in the face. . . . At last, about sunset, they reach a cleared space and a house on the east side of the road. No one lived in it; there was no mistaking that. Its desolateness looked out of its windows as plainly as faces. Where the glass in the windows was not broken out it reflected the sunset in blotches of red and gold. The front door stood open with a dreary show of hospitality. Minty looked in wistfully as she and David stood on the old door-stone. 'S'pose we had some folks in there waitin' for us, an' supper was ready,' said she. 'Be pretty nice, wouldn't it, darlin'?' replies David. 'S'pose there were curtains in the windows; and there was a bed made up white and clean—but there ain't no use talkin' this way. It kinder come over me, that's all'; and then Minty led the way inside, actually laughing.

Our forlorn young couple explored the dingy, deserted, echoing rooms, and the great barn which had once sheltered many a head of cattle. Here they find some rusty tools, and in a corner "the very phantom of an old sulky," with almost spokeless wheels, seat gone, and its covering in ribbons.

Here in this dilapidated old homestead they find a refuge, and to it one day return, footsore and weary, a very broken and disheartened David, after another futile search for work at a tub factory at Bassets, three miles off. And then the worst happens. David becomes

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