

Annual Offering of ACADEMY PIANOS

Also Player Pianos and Player Organs

LAST year we were again honored with an EXCLUSIVE CONTRACT TO SUPPLY PIANOS FOR THE IMPERIAL ACADEMY OF ARTS AND MUSIC. They have closed for the summer, the pianos have all been returned and are being tuned, regulated and re-polished. When they are placed on our sales floor they will be like new.

This is your chance to get a superb instrument, which we guarantee to be uninjured (aside from any small marks on the case, and repolishing will cover those), so that we could call them

NEW USED PIANOS

No medium priced or cheap instruments among them. Every one a Standard High Grade. Grands and uprights—regular prices from \$350 to \$850



WE CAN ONLY BRIEFLY DESCRIBE A FEW OF THE INSTRUMENTS OFFERED

THE SWELL TONE ENNIS—A delightful parlor piano. Soft mellow tone. Mr. Ennis has a record of 25 years as a builder of great pianos. We have them of this make in mahogany and walnut. The case designs are plain but artistic, simple but rich. All of medium size. Regular price from \$350 to \$600. Academy Sale \$200 to \$245

NEW SCALE WILLIAMS—A mission style in mission finish. The most durable finish known and growing more popular all the time. Has a very clear, liquid tone. Regular price \$600. Academy Sale \$325

NEW SCALE WILLIAMS—A large-sized upright in beautiful African mahogany. Corinthian design. Would be an ornament to the drawing room of the finest house in the country and a delight to the fingers of any player. Has great volume of tone of beautiful quality. Regular \$ 50. Academy Sale \$35

NEW SCALE WILLIAMS—Two small Colonial designs; one walnut and one mahogany. Simple but artistic—plain and good—and they possess a remarkable tone quality. Regular \$150. Academy Sale \$95

KRANKH & BACH—Beautiful mahogany piano. A famous New York make. Very bright tone. Regular \$375. Academy Sale \$325

HEINLTZMAN & CO.—Transposing keyboard. French built walnut case, one of the latest styles, embodying every improved feature of this well-known make. Hardly used enough to bring out the fine tone quality which it possesses. Regular selling price \$325. Academy Sale \$250

WILLIAMS—We have two of this make, both the same style, one is walnut and the other mahogany. The design is Corinthian. Simple and plain, yet rich and elegant. A beautiful tone, soft and mellow, especially adaptable to singing. Regular \$150. Academy Sale \$285

PLAYER PIANOS—A reliable Canadian make. Full sized piano; 1-1-3 octaves, 65 note player, double valve action 4 unit air motor; mahogany or mission oak case. Regular \$650. Academy Sale \$495

PLAYER PIANOS—A famous American make. The only one built with transposing month piece, which enables you to play in any key. Very valuable for singing. Equipped with solar buttons, shading, phrasing and tempo levers. Regular \$750. Academy Sale \$575

CABINET PIANO PLAYERS—PIANOLA with triple attachment. The Aeolian Company's latest and best. Regular \$775. Academy Sale \$125

PLAYER ORGAN—ANYONE CAN PLAY IT. The latest model instrument. Constructed with the same action as the Player Pianos. Built with seven octaves and special wide-tongued reeds. All the fingering done automatically. You have only to regulate the expression by means of stops, swells and pedals. With it you can play any piece of music. Academy Sale \$150

Also ANGELUS, CHASE & BAKER, SIMPLEX, BELLOLIAN at from \$75 to \$125.

TONE—QUALITY—The Real Test of a Piano's Greatness

If I could only take you through the factory, so that you could see what goes into the New Scale Williams Piano—AND HOW IT IS PUT IN; the care and pains taken to build a piano to last a life-time—you would not hesitate to make the investment. There are twelve New Scale Williams Pianos offered in this sale as well as numerous other makes.

They will all be Ready for Exhibition

Those unable to come to the Fair who would like to take advantage of this opportunity can do so by writing at once, suggesting about the amount they would like to invest and the terms of payment that would be most convenient.

Give also the size of your room, height of ceiling, whether instrument is for use of beginners, or finished players or singers.

With this information, either our Resident (who has had twelve years' experience as Salesman, District Manager, Superintendent of Wholesale Agencies and Manufacturers); or our Secretary-Treasurer (who has been an extensive dealer in pianos and organs for eighteen years, and who is a thoroughly qualified organist), will personally make a selection for you—and if the instrument is not satisfactory on arrival, send it back; we will pay the return freight and refund money paid.

G. G. G.,
I am interested in your offer of Academy Pianos.
Would like to get further particulars of _____

(State Piano, Player Piano or Organ)

I would like to invest about _____
in payments of _____
(State how much down and balance monthly,
quarterly or half yearly)

The size of my room in which piano would be used
is _____
height of ceiling _____

for _____
(State Singer, Finished Player or Beginner)

Name _____
Address _____

Cross, Goulding & Skinner Ltd.

323 Portage Avenue Winnipeg

Wheat Grading in the West

The greatest single asset possessed by Canada to day is Western wheat, and there is no reason in the nature of things why its value, in proportion to its quantity, should ever diminish. Its value depends in the last resort, however, on its quality. There is no other great extent of territory in the known world, except part of Russia whence the fine wheat came, that will produce the kind of spring wheat known as "Manitoba Hard." Its pre-eminence depends on the proportion of gluten to other ingredients in its composition, and for the production of this most valuable of wheats the Canadian West has the best known composition of soil and climate over a wide expanse of country.

Hard wheat is pre-eminent among grains used as human food, and soft wheat stands next to it, starchy grains following at a long interval. Nations with low standards of life use grains that have a large proportion of starch, such as maize and rice. Nations with a medium or rising standard use soft wheat. Nations

with the higher standards use the harder kinds of wheat mixed in varying proportions with the softer kinds. In Canada the names of three grades are familiar: "Manitoba Hard," "No. 1 Northern," and "No. 2 Northern." On these grades the reputation of Western wheat has been made, and on these it must for the future be based.

It is quite certain and reasonably clear that any attempt to palm off on the foreign purchasers of Canadian wheat grain that is not of the grade in which it is placed by the exporter will result in great and widespread loss to the whole country, however profitable the deception may be to him. The grades in the elevators at Port Arthur and Fort William are determined by the kinds of wheat thrown in together and the proportions in which they are mixed. The process of admixture is supposed to be watched and checked by Government inspectors, but however expert, honest and vigilant these officers may be, they are not ubiquitous, and it

is far easier for wrong grading to be done clandestinely in wheat than it was for short weights to be substituted for the proper amounts in the New York sugar frauds. Not long ago one man was heavily fined for wrong grading, but that was obviously not a very effective deterrent.

It is not surprising to find the people of the West very much interested and not a little disturbed over this question of grading; it is both surprising and disturbing to note that it has failed to attract much attention in the rest of the Dominion. The organizations interested in the promotion of agriculture in the prairie provinces are preparing to present their views on the situation to the Premier in the course of his approaching Western tour. Sir Wilfrid Laurier, as always, will hear their contentions and arguments without prejudice and will afterwards deal with them without faltering. If nothing short of Government ownership and operation of the elevators is an adequate remedy, that may have to be faced. In the meantime all concerned in the welfare of the Dominion should be giving the matter their earnest and candid consideration.—Toronto Globe.

NO WAY TO REPAIR A MIRROR

Mrs. F. D., Broadview, writes to enquire if there is not some way of renovating or repairing a mirror from which the quicksilver is peeling. A house in Winnipeg that makes mirrors of all sizes to order, reports that no satisfactory repairing can be done, without leaving decided marks where the new silver is put on. All of the old silver would have to be removed first and the whole glass done again. Only an expert can do the work successfully. The cost only of packing such a glass for shipment would be \$1.25 or over; then there would be freight each way. It would be much cheaper to buy a new glass, if one can be obtained of the correct size.

WEARN WATCH
WE GIVE A PLATED GOLD WATCH
to every person who orders a watch from us. Order today. We'll give you a watch with a gold case and a gold watch movement. H. N. Spencer, Boston, N.Y.