The people of Canada are being influenced in favor of Gerhard Heintzman Pianos and Players by advertising of which this is a sample. The Gerhard Heintzman agency is becoming a greater asset every day.

OW is the time to make your big investment in happiness—the purchase of a good piano. Now is the time to buy, because now, above all, is the time you need music's solace and sunshine.

Now is the time to buy—and when you do buy your piano, can you afford to pass by the old names that uphold the high ideals and skilled craftsmanship of Canada's first piano makers?

The Gerhard Heintzman has been a leader among Canada's greatest pianos for over a half century. To-day it is a better instrument than ever—embodying every newest idea in piano construction. It has many exclusive tone-producing and tone-sustaining features devised by the master-builder whose name it bears.

Its tone has that richness and mellow beauty that stirs every heart with subtle charm, soothes like a southern breeze, lingers long as a memory.

Perhaps the Gerhard Heintzman does cost a little more. Its quality makes it higher-priced and better!

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