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## Fair Dealing, ,uality, Low Prices

The heading to this advertisement is not merely a meaningless expression, it is rather, a broad assertion that has the true ring of Fact. For years we have labored and strived to give the best to be had in Pianos and Organs and to do it at an honest price.

That we have succeeded and satisfied the exacting public is amply evidenced in our rapid and substan= tial growth. Hundreds of homes have been made happier by the music from a Piano bought of Guernsey.

## What Better Christmas Present

Can Be Had?
We Are Agents For
Weber, Sohmer, Mehlin, Schubert,
Wheelock, Stuyvesant, Schiller, Kingsbury, Estey and many others.
These instruments are the results of years of careful study and exhaustive experiment. Musicians are loud in praise of their purity of tone and freedom from injury from climatic changes. They are ideals for home or hall use. We solicit your inspection and examination of them.

And now a word about our system of selling for credit. The word credit has a horror for some people, but as applied here it means convenience, comfort, luxury---it does not mean the placing of the yoke of debt about your neck. It is simply placing at your disposal the enjoyment of a beautiful Piano or Organ, giving you the lowest possible price and permitting you to pay for it in small weekly or monthly sums that are easily within your reach. It would be as reasonable to consider your advance rent as an obnoxious debt as to misconstrue a purchase made under our equitable credit system.
J. W. GUERNSEY,

314 to 318 Washington Avenue.


