

THE WONDERFUL PIANOLA

The New Musical Instrument for Playing the Piano.

**Not an Attachment, but an Instrument
Complete in Itself.**

**Every Owner of a Piano Will Want a Pianola.
Only 90 Left to Sell Before Christmas.
Easy Terms of Payment.**

For many years owners of pianos have felt that a great portion of the enjoyment that a piano is capable of giving was escaping them. Once in a year or so, perhaps, some highly gifted musician would play their pianos for them as it should be played, but the rest of the time only music of a comparatively primitive sort could be heard from it. For the skill necessary to bring out the full power and beauty of a piano required a lifetime of study and practice. But now this is all changed. With



the advent of the Pianola you yourself can play everything that Paderewski played, and, if you have a musical temperament, you can play every piece with the utmost consummate skill and expression. The Pianola is in no sense an automatic player—you can play, for instance, the "Invitation to the Dance" in twenty different ways, as Rubinstein used to play it, or De Pachmann, or any other artist whose conception is your ideal. The whole secret of the Pianola is this—instead of playing with ten fingers (stiff and unruly fingers, too) you can play with sixty-five pneumatic fingers, each one light as a feather and yet possessing prodigious striking power. But we are giving Pianola exhibitions all day long on the main floor of our salesrooms. Why not step in and hear and play the Pianola? Visitors are not asked to buy, and we have yet to hear of a visitor who did not feel repaid for the visit. Pianolas are not expensive. They are small and neat in appearance, and when not in use may be placed against the wall. We sell them on monthly payments when desired.

Persons out of town are invited to send for the descriptive catalogue.

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