



Buy Christmas Pianos, ORGANS AND OTHER MUSICAL INSTRUMENTS

At this immense musical Emporium, and get the benefit of the Low Prices and Easy Terms, for which we are renowned throughout Michigan.

\$185 Buys of us a splendid new Piano, fully guaranteed, in Mahogany, Oak or Walnut. If you want the best that money will buy we have the famous

STEINWAY, SOHMER, STERLING,

Wegman and other world-renowned makes. See our local representative, or write and let us submit a proposition, whereby for a small cash payment you can secure one of our superior Pianos for Christmas. The balance can be paid in convenient monthly instalments.

Special Bargains in Used AND Shopworn Pianos

If a used or soiled Piano will meet your requirements, here is a chance to save money. These Bargain Instruments may be thoroughly relied upon, for each has been carefully overhauled in our factory by expert Piano repairers. Read this list and note the big reductions.



Upright Pianos.

- 6 \$850 Steinway Uprights, Colonial design, rosewood, burl walnut, fancy mahogany and ebony cases, new but slightly soiled, choice for \$650.
- \$550 Sohmer, handsome oak, carved extension music desk, but little soiled, \$375.
- \$450 "Crown" orchestral Piano, large fancy oak, 4 pedals, this is the famous "many-tone" Piano, price \$265.
- \$500 Sohmer, burl walnut, very handsome design, 3 pedals, does not show mar, \$340.
- \$400 Briggs, fancy burl walnut, 3 pedals, splendid tone, in first-class order, \$225.
- Chickering Bros., nearly new, handsome mahogany, largest size, 3 pedals, \$275.
- \$350 Kranich & Bach, full size, dark case, in nice order, \$210.
- \$350 J. & C. Fischer, full size, rosewood, \$225.
- \$375 Vose & Sons, fancy burl walnut, 3 pedals, just like new \$250.
- Wissner, largest size, American oak, 3 pedals, \$210.
- \$350 Haines & Co., full size, walnut, 3 pedals, practically new, \$235.
- \$500 "Crown" orchestral Piano, magnificent style, choicest mahogany, will imitate 16 different instruments, 4 pedals, this piano is scarcely soiled, \$375.

- \$350 Haines Bros., large, rosewood case, \$190.
- \$400 Hallett & Cumston, largest size, dark case, sweet tone, \$170.
- \$450 Sterling, elaborately carved rosewood case, elegant design, paneled ends, 3 pedals, like new, \$350.
- Mendelssohn, medium size, mahogany finish, 3 pedals \$165.
- Weser Bros., walnut, handsome design, 4 pedals, gives mandolin and orchestral effects, \$245.
- \$350 Wegman, full size, dark rosewood, 3 pedals, has the patent tuning pin fastening, \$225.
- \$550 Sohmer, large size, dark mahogany, several years old, but in excellent condition, \$300.
- \$500 Sohmer, medium size, French burl walnut, 3 pedals, in excellent order, \$325.
- Shoninger, largest size, mahogany, beautifully carved, cannot be told from new, \$290.
- \$500 "Crown," the piano of many tones, burl walnut, original and very excellent design 4 pedals, good as new, \$425.
- \$450 Knabe, American oak, in good condition, \$225.
- \$450 Krakauer, medium size, dark walnut, new and but a trifle soiled, 3 pedals, \$325.
- \$350 Vose & Sons, full size, ebonized case, engraved panels, \$210.
- \$350 Royal, large walnut, fancy case, 3 pedals, scarcely soiled, \$180.
- \$350 Sterling, quarter sawed oak, Colonial design, 3 pedals, new but trifle soiled, \$285.

- \$375 Shoninger, handsomely carved mahogany, 3 pedals, in first class condition, \$265.
- \$450 Haines Bros., largest size, fancy mahogany, carved music desk, nearly new, \$375.
- Smith & Barnes, large and elaborate mahogany case, richly ornamented, 3 pedals \$280.
- Smith and Barns, largest fancy oak case, 3 pedals, \$225.
- Simpson & Co., nice rosewood case, newly finished, \$160.
- Willard, ornamented walnut case, large size, 3 pedals, \$185.
- Baus, largest fancy walnut, 3 pedals, new but slightly shop worn, \$215.
- \$425 Krakauer, medium size, walnut, 3 pedals, a beautiful instrument, scarcely soiled, \$350.
- New England, small upright 7 1/2 octaves, ebonized case, \$135.

- with 4 round corners, overstrung scale, \$110.
- Chickering, full 7 octaves, overstrung scale, full agraffe, carved legs, \$145.
- Becker, Square-Grand, 7 1/2 octaves, overstrung scale, \$95.
- Lindeman, full 7 octaves, overstrung scale, carved legs, \$115.
- Kurtzman & Hinze, Square-Grand, 7 1/2 octaves, overstrung scale, fancy case, \$100.
- Bradbury, full 7 octaves, overstrung scale, carved legs, \$110.
- Marshall & Wendel, full 7 octaves, overstrung scale, 4 round corners, carved legs, \$90.
- Vose & Sons, full 7 octaves, overstrung scale, fancy case, with 4 round corners, \$100.
- Kurtzman & Hinze, full 7 octaves, overstrung scale, fancy figured rosewood, \$90.
- Arion, Square Grand 7 1/2 octaves, overstrung scale, in nice condition, \$100.
- Nunns & Clark, full 7 octaves, overstrung scale, rosewood, \$85.
- Haines Bros., fancy case, 6 1/2 octaves, sweet tone, \$58.
- Linden & Fritz, full 7 octaves, 4 round corners, \$50.
- Bradley, full 7 octaves, carved legs, \$38.
- Gilbert, Colonial Square, figured rosewood, 6 octaves, \$33.
- Van Winkle, fancy rosewood, 6 1/2 octaves, \$45.
- Hallett, Davis & Co. 6 octaves, rosewood case, \$40.
- Marshall & Wendel, full 7 octaves, rosewood, overstrung scale, \$78.

Square Pianos.

- \$750 Steinway Square-Grand 7 1/2 octaves, 3-string treble, full agraffe, handsome case; in elegant condition, \$175.
- \$650 Steinway, Square-Grand, 7 1/2 octaves, overstrung scale, agraffe treble, a very desirable instrument, \$155.
- \$600 Steinway Square, full 7 octaves, overstrung scale, \$150.
- Vose, full 7 octaves, fancy rosewood case

HAVE YOU HEARD THE PIANOLA?

It is the Standard Piano Player. By its use you will get the full value of your Piano, and every member of your family will become an expert musician. The Pianola is not a Toy, not a fad, not a Music Box, but a most artistic Musical instrument that plays the Piano in a way that satisfies the most severely critical. There is scarcely a great Pianist in the world to-day who has not given it unqualified approval and endorsement. The price of the Pianola is **\$250**. Sold on monthly payments, if desired.



Regarding Grinnell Bros.

An extract from the Detroit Free Press, Sunday, Dec. 8

"Four branch stores speak for the enterprise and far-reaching influence of Grinnell Bros. They are located at Adrian, Jackson, Bay City and Port Huron, each one of which is in a flourishing condition. Every resource of the big store in Detroit is placed at the service of the branch houses, and no demand can be made upon them that can not be filled in a remarkably short space of time. The managers of these stores report almost daily to Mr. Grinnell, and though it seems a utopian undertaking, the influence of these progressive merchants is exercised and felt there as much as though they were always present. They are in touch with every thing that is going on, they guide the course of business and they are always alert to the opportunities that present themselves, even though these opportunities be in Adrian, Jackson, Port Huron or elsewhere. Whatever prospect arises, no matter in what portion of the state it may be, some one is assigned to care for it, and prompt attention is at once given it. Every portion of the state is thus looked after, and its musical interests cared for. In the upper peninsula the Chicago houses enter somewhat into competition with Grinnell Bros., but the established reputation of the Detroit firm, their honesty of dealing and their power and willingness to fulfill all promises and all the terms of their guarantees are so well known that foreign competition only stimulates the Grinnell enterprise." The firm is composed of Messrs. C. A. and L. D. Grinnell, both of whom are always at the store, superintending and assisting where necessary, in all matters that come up. They are brothers, each assuming an equal superintendence of the most vital interests of the firm. It may be said of both that their honesty of purpose, their influence for good, their faithfulness to promises, and their truthfulness in representation, enter into every sale that is made under their name. The establishment reflects credit upon its proprietors upon the faithful people in its employ and upon the city which loyally gives to them its support."

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