

## Let Us Make A Suggestion

## Why not take the check you received yesterday and apply it-or a portion of it-as the piano? It will not be hard to pay the balance, only a little each month for a short time.

We sell the following makes: Steinway, Everett, A. B. Chase, Conover, Packard, Ludwig, Estey, Kurtzmann, Emerson, Cable, Kingsbury, Wellington.

> We offer you an unbroken line from which you can make your selection. Early in the year our buyer commenged to prepare for the greatest holiday trade in our history, with the result that carload after carload came along just when they were needed. The only delay we experienced was with a carload of Kortzmann pianos, which was held up for a short time on account of the switchmen's strike.


## taken as part payment on Steinway Grands and Player-Pianos. <br> They will be put into good condition in our shops and you can buy one of them for a mere fraction of what it cost when new.

## If You Are Not a Pianist

You need an Inner-Player. With an Inner-Player in your home you secure, immediately, the ability to produce, personally,
the music of your choice. Think what it means to have a piano the music of your choice. Think what it means to have a piano in the home which any one can play.

The faet that Sherman, Clay \& Co. have only-one price for everybody, for the same size and style of instrument, and that every piano is marked in plain figures, makes it pleasant and easy to buy here.

