

# EXPERT Advice

## BUYING A PIANO

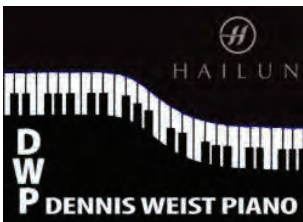


### By Dennis Weist, Piano Technician

DW Piano (Dennis Weist Piano)  
Saskatchewan's Hailun Piano Dealer  
306.949.6797

[www.dennisweistpiano.ca](http://www.dennisweistpiano.ca)

Sales Agents: Corinne Groff, 306.584.1274,  
Garry and Lily Ann Paul, 306.949.2878



A piano is a major purchase, so you want to be sure you're getting the piano that best suits you. The key is to try as many as you can. Look for the touch and tone you like best, then buy the biggest model you can within your price range.

Why the biggest? Because in pianos, size matters. By getting the largest you can afford, you can avoid an expensive upgrade a few years later.



It's also important to remember that pianos require frequent service to perform well, so you should look for a dealer with a good service plan and a well-trained technician.

Learning to play the piano is a challenging undertaking. An inadequate instrument can be a huge obstacle to success. Our sales agents have many years of experience in piano sales and all three are piano teachers, which makes them uniquely able to assist a customer choose the best piano.

The piano I recommend is the Hailun. We (myself and piano teacher Lore Ruschiensky) saw the Hailun pianos in the U.S. and in Beijing, China, but it was after a trip to the factory in Ningbo, China that we decided to make these extraordinary and very affordable instruments available to Saskatchewan pianists.

Part of the booming Chinese economy, this family-owned business is setting a new standard in Asian pianos. Like the European family-owned piano companies of years ago, Hailun takes pride in what it does. It has invested a lot in people and machinery, drawing on engineers from around the world. Hailun's chief design engineer, Frank Emerson, spent 30 years doing design work for Baldwin and Mason & Hamlin.

Hailun also has the best-trained factory workers and pays them 25 percent more than other Chinese factories. This results in a more stable, loyal and experienced workforce.

Hailun continues to improve its instruments with innovations like the new "green" action which will eliminate all of the lead usually used in piano keys.

Our business model is unique: the various models of Hailun pianos that sales agents have in their studios serve as our display models. Without the issues of a typical retail business we can offer the best service at the best price.

All pianos come with an adjustable padded bench, a 15-year warranty (the best in the industry), a Dream Assurance plan and a Damp-chaser humidity control system (\$700 value) with each piano. Grands come with the HGPS lid assist system, exclusive to Hailun, that supports the lid so that it is almost weightless—a great safety feature.

The growing number of satisfied customers attests to the quality of these fine instruments. FLR