

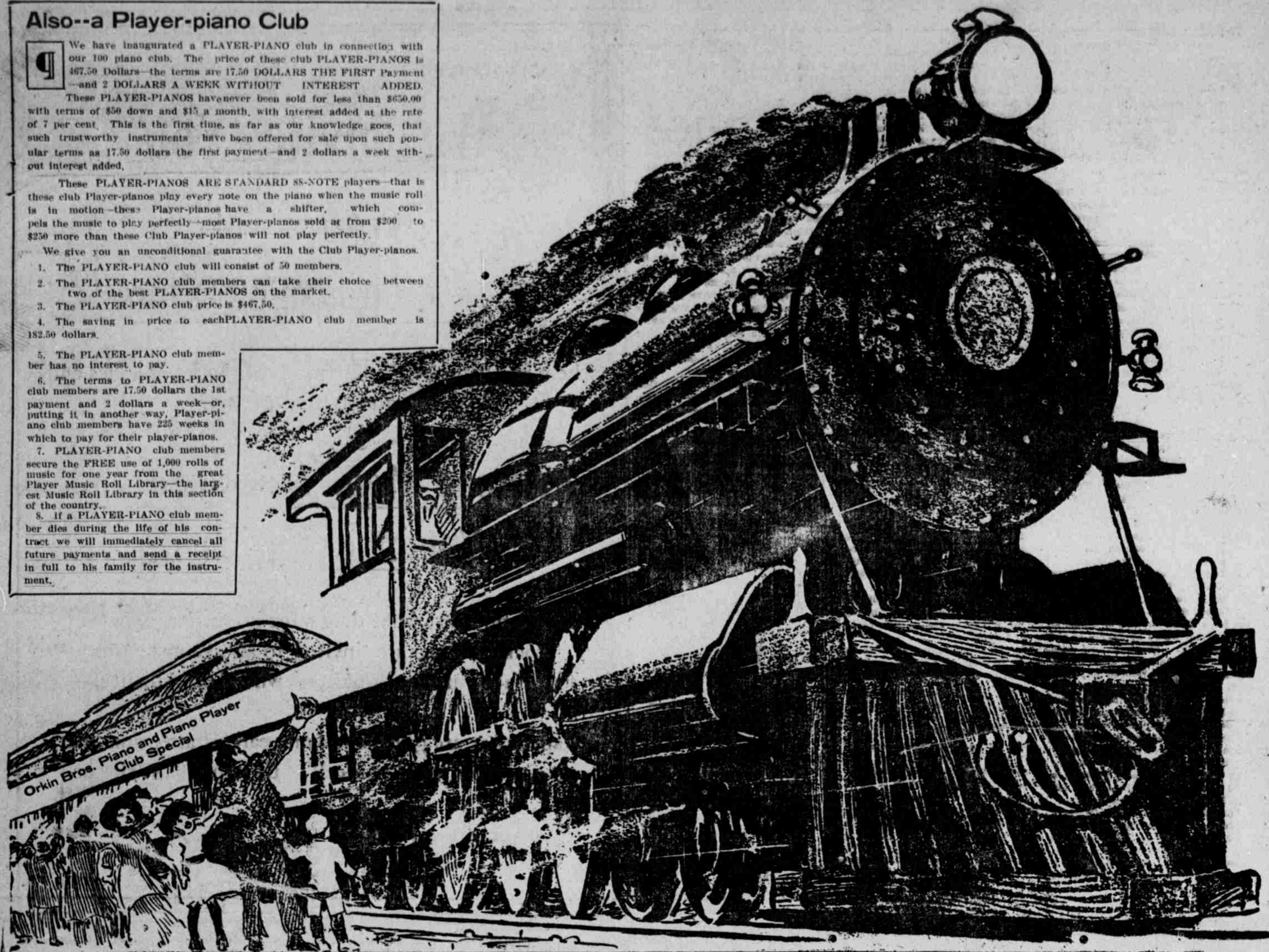
## Also--a Player-piano Club

**Q** We have inaugurated a PLAYER-PIANO club in connection with our 100 piano club. The price of these club PLAYER-PIANOS is \$467.50 Dollars--the terms are 17.50 DOLLARS THE FIRST Payment--and 2 DOLLARS A WEEK WITHOUT INTEREST ADDED. These PLAYER-PIANOS have never been sold for less than \$650.00 with terms of \$50 down and \$15 a month, with interest added at the rate of 7 per cent. This is the first time, as far as our knowledge goes, that such trustworthy instruments have been offered for sale upon such popular terms as 17.50 dollars the first payment--and 2 dollars a week without interest added.

These PLAYER-PIANOS ARE STANDARD 88-NOTE players--that is these club Player-pianos play every note on the piano when the music roll is in motion--these Player-pianos have a shifter, which compels the music to play perfectly--most Player-pianos sold at from \$290. to \$250 more than these Club Player-pianos will not play perfectly.

We give you an unconditional guarantee with the Club Player-pianos.

1. The PLAYER-PIANO club will consist of 50 members.
2. The PLAYER-PIANO club members can take their choice between two of the best PLAYER-PIANOS on the market.
3. The PLAYER-PIANO club price is \$467.50.
4. The saving in price to each PLAYER-PIANO club member is 182.50 dollars.
5. The PLAYER-PIANO club member has no interest to pay.
6. The terms to PLAYER-PIANO club members are 17.50 dollars the 1st payment and 2 dollars a week--or, putting it in another way, Player-piano club members have 225 weeks in which to pay for their player-pianos.
7. PLAYER-PIANO club members secure the FREE use of 1,000 rolls of music for one year from the great Player Music Roll Library--the largest Music Roll Library in this section of the country.
8. If a PLAYER-PIANO club member dies during the life of his contract we will immediately cancel all future payments and send a receipt in full to his family for the instrument.



**Q** And away back at the beginning of it all is this idea:

**Q** To our mind the general love of music shown by the wide popularity of the piano is merely an instinctive reaching out of humanity for the things that are beautiful--true.

**Q** So pianos should be made in sincerity. They should be sold in sincerity. Whether the price be \$277.50 or \$5000.

**Q** Such has been our purpose--our intention. So we have considered it and so we have worked.

**Q** Thus it occurs that a great club of this kind--unique and brilliant as it is--only fittingly represents a service we are enabled to render through tireless work and the power of money.

### THE PRICE

**\$277<sup>50</sup>**

Positively No Interest Added

### THE TERMS

**\$8<sup>75</sup>**  
**0** CASH

### THE PAYMENTS

**\$1<sup>25</sup>**  
**1** WEEK

No Interest Added

**Q** This gigantic piano deal, with which to inaugurate the event of the naming of the Orkin Bros. Piano and Player-piano Club was for 150 Instruments There is an average of 12 pianos to a car load. This means, that it will take **twelve solid car loads** of pianos and player pianos to fill this single order--or **one fair sized train load**. The freight alone will amount to over \$2517.90. Two hundred and nine dollars and seventy-five cents a car load, **One hundred and fifty pianos** means something. 150 tables of a kind may not mean so much. 150 suits or hats, or this or that may not mean such a big deal--but one hundred and fifty pianos **means something**. In dollars and cents it is a deal involving **\$50,000.00** considered at their selling value. It is a deal for as many pianos as lots of good piano firms will require for one entire years business. It is a deal that works more advantages to piano buyers, both in **saving money** and in **terms of purchase** than of any other deal of which we have any knowledge.

## What the Saving of the Orkin Brother's Piano Club is to You--the Buyer

**Q** The pianos we bought in this gigantic deal are \$375 pianos. There are 100 of them. We are going to form a club of 100 members to purchase them. This big club will act like one person, each member enjoying the same advantages and the same privileges. All will secure the same price, the same terms and the same conditions. The Club price will be \$277.50, or a saving of \$97.50 in money--to say nothing about the liberalities of terms and conditions of sale. This \$97.50 is an **actual saving**. It is not an assumed or "make believe" saving--it is a **real actual saving** of \$97.50 that can be used in defraying the expense of the musical education of the family, or other ways. It's the power of numbers that makes this saving possible--just as the railroad can afford to charge **less** when it runs an excursion--because it carries more people.

## Some of the Special Advantages and Privileges of the Orkin Brothers Piano Club

**Q** Every instrument is guaranteed without reserve--for five years. There are no "ifs" or "ands" in the guarantee--just a straight-out guarantee as strong as we know how to make it in writing. If it does not prove to be everything that the member expects, he has the privilege of exchanging it without **one penny's loss** for any other instrument of equal or greater value that we sell--and we sell twelve different representative makes. If a Club Member dies during the life of his contract we will immediately send a **receipt in full** to his family for the piano. A beautiful bench or stool and scarf to match the piano is included without extra cost. Club Members have an opportunity to still further reduce the cost of their piano by procuring other Club Members.

Special attention will be given to correspondence and inquiries. Address all communications to **ORKIN BROS.** Alliance, Nebr.

# ORKIN BROTHERS

Some of the well known makes of pianos from our regular lines that will be offered in connection with this great sale of pianos at a substantial reduction--Chickering & Son, Kurtzman, Ivers & Pond, Huntington, Sterling, Segerstrom, and Packard pianos.

ALLIANCE, NEBRASKA

Formerly the Bennet Co., Largest Dealers of High Grade Pianos in the West

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