

The facts and figures of the Orkin Brothers Piano Club

This is the largest **single** piano transaction ever made in this town. This is one of the largest piano club ever formed. This is the largest piece of **selling work** ever laid out by a piano house in this part of the state.

We bought 100 pianos—all of **one grade** and all from one manufacturer, in beautiful figured and plain mahogany, walnut and oak in the very latest up-to-date style and finish.

We bought these pianos **cheap**. We saved **big money** in buying them. Many a piano dealer is paying twenty-five to thirty-five dollars more for the same **identical pianos**.

And we are selling them **cheap**.

It's our intention to sell these pianos. Not our **exclusive work**, however. Selling these 100 pianos is a task in addition to our regular day to day piano business.

To facilitate this work we are forming a **gigantic piano club**. A piano club of 100 members, each and every one of whom will enjoy precisely the same advantages and privileges.

Such a gigantic work means **many economies**. It means a saving in the initial cost of the piano. It means a saving in the freight, in the cartage, in the selling expense. It means a willingness on our part to take a smaller percentage of profits than we can regularly afford to make.

So taking all these things into account, it means an **enormous saving** to the individual buyer or club member.

To be exact, it means a clean cut saving of **ninety-seven dollars and fifty cents** to each and every member of the club—**nearly a hundred dollars**—to say nothing of the other innumerable advantages and privileges the club carries with it that piano buyers do not ordinarily get.

The whole story

The regular selling price and actual value of these pianos is \$375 each. The Orkin Brothers Club price is \$277.50 each. The club price includes everything. There are **no extras** of any kind. **No interest** to be added. Nothing to be added for drayage, stool, scarf—**absolutely no extras**. Two hundred and seventy-seven dollars and fifty cents is the price, and the price including 215 weeks' time in which to pay it.

The club price—\$277.50—is payable, \$8.75 when you join the club, then weekly payments of \$1.25. If you will figure a little you will see that this gives you exactly 215 weeks in which to pay for the piano. Your payments are **less** than if you would rent a piano. The piano is delivered immediately. You do not have to wait until the club is filled. You get your piano **when you join**.

"Wish we had a piano in our home."

We said above that \$277.50 includes everything. **So it does**. But a club member can **reduce** this price by **paying faster**.

The Club Members' Agreement has 215 Coupons attached to it—very much like a bond. A Coupon represents a week. Two Hundred and Fifteen Coupons represent 215 weeks, or the life of the club. Every time a payment is made, one of these Coupons is stamped "Paid." If payments are made **in advance**—that is **before they are due**, a reduction of **15 cents** is made for each and every week, and this reduction is handed over to the Club Member in cash.

You can therefore see that the club price (\$277.50) can be reduced just as many times **Fifteen Cents** as you will **pay weekly payments in advance** or before they are due. Thus, if you pay one week in advance, you will get a reduction of 15 cents **in cash**. If you will pay two weeks in advance you will get a reduction of 30 cents **in cash**, and so on.

Printed **across the face of the contract** is an agreement that gives to each and every Club Member the privilege of exchanging his Club piano, at any time within **one (1) year**, without one penny's loss.

You join the Club—You then, as a Club Member, become entitled to **all** its advantages and privileges.

One of the privileges is a **year's trial of the piano**. In other words—the

Pianos We Carry: Chickering, Kurtzman, Ivers & Pond, Segerstrom, Huntington Auto Pianos and Player Pianos —and Victor Talking Machines

Orkin Brothers Player-piano club

We have inaugurated a **PLAYER-PIANO CLUB** in connection with our 100 piano club. The price of these club **PLAYER-PIANOS** is \$467.50—the terms are \$17.50 **THE FIRST PAYMENT—AND 2 DOLLARS A WEEK WITHOUT INTEREST ADDED**. These **PLAYER-PIANOS** have never been sold for less than \$350, with terms of \$50 down and \$15 a month, with interest added at the rate of 7 per cent. This is the first time, so far as our knowledge goes, that such trustworthy instruments have been offered for sale upon such popular terms as \$17.50 **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 \$200 to \$250 more than these Club **Player-pianos** will not play perfectly. We give you an unconditional guarantee with these 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.
5. The **PLAYER-PIANO** club member has no **INTEREST TO PAY**.
6. The terms to **PIANO-PLAYER** club members are \$17.50 cash and 2 dollars a week—or, putting it in another way, **PLAYER-PIANO** club members have 215 weeks in which to pay for their **PLAYER-PIANO**.
7. **PLAYER-PIANO** club members secure the free use of 1,000 rolls of **Player-piano** music for one year from the 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.

You can own one of these **Player-pianos** for \$17.50 the first payment and then 2 dollars a week without interest added. We want to again make mention of these terms: Lay aside the price—\$467.50—and the cash saving it carries with it of 18 cents each and every week you pay faster than the regular terms of 2 dollars a week. But let us center your attention on these terms—\$17.50 the first payment then 2 dollars a week without interest added. If the Orkin Bros. **player-piano club** did not have another redeeming feature, this one of terms would carry it to success: \$17.50 the first payment and then 2 dollars a week enables anyone to buy the best there is in **player-pianos** and scarcely miss the money.



It has been said of Chopin that he was the fairy god-mother of the piano. That until his time it had been the Cinderella of instruments, and that he raised it from its former humble station to be the greatest and most comprehensive of instruments.

ORKIN BROTHERS

Kindly send me particulars about your Piano Club and your Player-Piano Club

Name _____ Address _____
City _____ State _____

OPPOSITE
POST OFFICE

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ALLIANCE,
NEBRASKA