

62 pianos have been sold--only 38 remain to be disposed of to this big club of 100 members

put on in the history of the piano business in this western country. It is the first time in which pianos of such renowned makes have ever been offered for sale in such a wholesale manner. It is the first time, as far as knowledge goes, when such distinguished instruments have been offered for sale upon such popular terms of **8.75 dollars down and 1.25 dollars a week**. Heretofore these great instruments have been offered upon such terms as would preclude even well-to-do persons from buying them. Now we come along and through the **might of money and numbers**, make it possible for any person of modest circumstances to own one of the kings of the piano world.

This is the largest piano club ever formed in this part of the country. It is the biggest piano event of its kind ever. It is the first time in which pianos of such renowned makes have ever been offered for sale in such a wholesale manner. It is the first time, as far as knowledge goes, when such distinguished instruments have been offered for sale upon such popular terms of **8.75 dollars down and 1.25 dollars a week**. Heretofore these great instruments have been offered upon such terms as would preclude even well-to-do persons from buying them. Now we come along and through the **might of money and numbers**, make it possible for any person of modest circumstances to own one of the kings of the piano world.

What the Orkin Brothers piano club means to the person who joins

The person who joins this club, in the first place, aside from any other consideration, gets a piano of **known quality**. There is no element of doubt or uncertainty. The Orkin Brothers piano is as standard and staple as wheat. They are like 18 karat gold. The Orkin Brothers club piano is one of the known pianos of this country. The Orkin Brothers club piano has made the greatest strides of all pianos during the past 3 years. So, as we say, aside from any other consideration whatsoever, you can take your choice from the **best line of pianos made**—which is a good starting point, isn't it?

Something specific about the Orkin Brothers club player-piano

The Orkin Brothers club **player-piano** offered through this big club is the **latest model**. It has an 88-note player—not a 65-note player. It plays the **whole** of the keys—not about **two-thirds** of them as did the old models. **All** late model player-pianos play 88 notes—the whole of the piano. As all regular pianos have 88 keys—you wouldn't think of buying a piano having only 65 keys, would you? Then why would you buy a piano with 88 keys on the keyboard and a player built on the inside that will only play 65 keys?

The Orkin Brothers club **player-piano** is a full size, upright grand, colonial design, and the player on the inside plays **all the keys**.



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Then there is another point that should have special mention--the **tempo artist lever**.

This one single device puts the Orkin Brothers club player-piano in a class by itself. It is this little lever (about two inches long), and operated by the right hand, that makes a **great piano performer** out of everyone. Instead of playing mechanically—with the **tempo artist lever** you can play like a great pianist. With the **tempo artist lever** you can control the time in which the piece you are playing should be played. With the **tempo artist lever** you give your playing every shade the composer intended. Let us suppose there was not another single device on the Orkin Brothers **player-piano** to make its player mechanism play like the human fingers (there are half a dozen), let us discard them all, save this one alone—the **tempo artist lever**—still we would say that this one feature alone places the Orkin Brothers Club Player-piano in a class unto itself.

You can own one of these player-pianos for \$17.50 the first payment then \$2 a week without interest added

The club price for your choice of these two player-pianos will be \$467.50. There is **no interest or extra payments of any sort** on account of any of the many privileges that club members will enjoy.

We want again to make mention of these terms--Lay aside the price--467.50--dollars and the **cash saving it carries with it of 25 cents each and every week you pay faster than the regular terms of 2 a week**. But let us **center your attention** on these terms--**17.50 dollars the first payment--then 2 dollars a week without interest added**. If the Orkin Brothers Club Player-Piano Club did not have another redeeming feature this one of terms would carry it to success; 17.50 dollars the first payment--then 2 dollars a week enable anyone to buy the best the world affords in player-pianos and scarcely miss the money.

Do you know the regular terms on pianos like the Orkin Brothers Player-Piano?

Let us tell you. Not less than 50 dollars down then 15 to 25 dollars a month, with interest added at the rate of 7 per cent. But through the Orkin Brothers Player-Piano club **17.50 when you join, then 2 dollars a week without interest added**. Quite a difference, isn't there? The keynote of this whole club proposition is, **best player pianos--best price--best terms--best everything**.

If you want an upright piano without the player attachment join the Orkin Bros. piano club

That there can be no misunderstanding, let us again tell that 2 hundred and 77 dollars and 50 cents includes everything the Orkin Brothers piano club member has to pay. In other words, it is the outside price, or the extreme price.

The pianos are of the most reliable and trustworthy sort--worth 375 dollars each.

To sell them and sell them quickly we planned and organized a gigantic club, a club of 100 members, each and every member to enjoy the same advantages and privileges.

We decided to sell the pianos in this way, at 277 dollars and 50 cents each.

We arranged to sell them without adding interest to the price asked. We placed the payments at 8 dollars and 75 cents as the first payment, and 1 dollar and 25 cents a week for the remaining payments.

The price (\$277.50) included everything--charging nothing more for any privilege extended members.

We arranged a year's exchange privilege for members, which enables them to exchange their pianos at any time within one year without meaning one penny's loss.

We got up a life assurance feature for members, which cancels all payments in the event of the death of a club member.

We figured out a rebate system so that those who want to pay faster than \$1.25 a week will profit by it by getting a rebate of 15 cents in cash handed back for each and every week they pay in advance.

Boiling the whole plan right down, we put into the plan every advantage and privilege that would suggest itself to us to make this big inaugural sale an instant success.

And it has been.

Cannot we have your application? Can we not at least show you the pianos and go over the whole proposition with you?

ORKIN BROTHERS

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

Name
Street and No.
City State