

These club pianos are worth \$375

The Orkin Bros. club price is \$277.50.

These instruments have been sold right here in western Nebraska and surrounding territory for years and years at \$375. Hundreds are being sold now, every month, all over the United States at \$375. And they are worth \$375. Measured by the standard of any other piano sold in the country for \$375, they are worth \$375. They are worth it on our floors or on the floors of any piano dealer in the country.

The Orkin Bros. club price is \$277.50. The price includes everything. There are no extras of any kind. Nothing to be added for drayage, scarf, stool, interest, or for the life assurance feature—**absolutely no extras.** Two hundred and seventy-seven dollars and fifty cents is the price, and the price includes everything—even to 215 weeks' time in which to pay the \$277.50.



Husband—"I bought you an Orkin Bros. Club Piano today."
Wife—"Oh, you're a dear."

The club terms are easy
\$8.75 when you join, then \$1.25 a week

These 100 pianos, which were bought expressly for this big club, will be sold, \$8.75 cash; then \$1.25 a week. The \$8.75 payment made when you join the club is credited to your account, leaving \$268.75 to be paid.

\$8.75 cash then **\$1.25** week

No Interest to Pay

The piano is delivered immediately. You do not have to wait until the club is filled. You get your piano when you join. The remainder (\$268.75) is payable every week. Club members do not have to pay more than \$1.25 a week. This gives them 215 weeks in which to pay for the piano, and still get it at the club price of \$277.50, as there are no extras to be paid for.

The guarantee we give in writing on the Orkin Bros. club piano is as strong as words can make it

Almost any piano can muster up a guarantee of some sort. Some pretty poor pianos sometimes are backed by fairly good guarantees, while on the other hand some mighty good pianos are handicapped by poor guarantees. But almost without exception, all guarantees are vague and misleading. There are a whole lot of "ifs" and "ands" in them.

One guarantee will read, "If there is the presence of rust, it is an evidence that the piano has been exposed to dampness," etc.

Orkin Bros. club piano Five Year Guarantee

We guarantee Orkin Bros. Club Piano (No.) to be free from defective material or workmanship for the period of five years from date. Should same arise within that time, we agree to repair it or replace it if necessary with a new instrument without charge, upon its return to us.

Signed, ORKIN BROTHERS

Another reads, "if the varnish crazes or checks it is due to climatic conditions over which we have no control," etc., and etc., and so on, through them all. It is "if" this and "if" that, until a great host of piano guarantees means **absolutely nothing.**

The thing to do when buying a piano is, first, to look to the reliability of the house with which you are dealing and then to look at the reputation of the piano itself. With these 100 Orkin Bros. club pianos, we ourselves guarantee them. We are

sponsors for them.

We have gotten up the strongest guarantee we know how to make. If the English language can make one stronger, we are willing to sign it. We have eliminated every "if" and every "doubt." The language of the guarantee is the spirit of it, which is to give each and every person who joins the Orkin Bros. piano club positive and absolute protection in his investment. We print herewith a copy of the guarantee which is handed to each and every member, over the signature of Orkin Bros. the moment they join the club.

Who should join the club

- 1st--Young married folk should join the club.
- 2nd--Young couples ABOUT TO BE MARRIED should join the club.
- 3rd--Young persons who are anxious to learn to play the piano, but who, through force of circumstances, will have to buy and pay for their own instruments.
- 4th--Music teachers who are just starting their professional career should join.
- 5th--Societies, clubs, lodges and Sunday schools that have small stated incomes should take advantage of the easy conditions of the club.

Club members get a full year's trial

Printed right 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.

It is just like this:

You join the club—you then, as a club member, become entitled to all its advantages and privileges.

One of these privileges is A year's trial of the piano. In other words—the club member has one full year's time to fully satisfy himself as to the character of the piano he is getting.

Suppose that year's trial is not satisfactory—what then?

We will exchange the piano

The club member can come to our store and make another selection. He can select a piano of equal grade or a better grade. Whatever money he has paid, whether it is \$40, \$50, \$60, \$100 or whatever the amount, will be credited to the price of his new piano, and we will take the original club piano back without the loss of a single cent to him.

The Crowning Idea of the Club

---the life Assurance feature

"If the signer of this contract should die during the life thereof, and all weekly payments have been paid when due, the remaining installments will be cancelled forthwith, and a receipt in full for the piano turned over to the family of the deceased."

This is a simple statement—without any frills—that covers the whole story, and it is made in writing, right in the face of the contract. We want this club to be co-operative and helpful to each and every member in it. We want the saving to each and every member to be the greatest possible. We want every protection that we can think of to go to all its members. In short, we want this big deal, with which to inaugurate the naming of the Orkin Bros. club piano to be a standing advertisement for us as long as we are in business, and this life assurance idea is its crowning feature.

If the head of the family dies—if the bread winner dies—if the source of income is stopped by death—the piano is not lost to the family. The family does not have to work and worry to meet the remaining payments. They are immediately cancelled—and a clear "receipt in full" is given to the family. Isn't this a comforting and reassuring idea?

Privilege of exchange of Orkin Bros. Club Piano

Privilege is given the purchaser to exchange Orkin Bros. CLUB PIANO (No.) within ONE YEAR from date. The exchange, if made, shall be made for any new piano sold by us of equal or greater value at the time exchange is made, all payments made on the piano herein mentioned being placed to the credit of the price of the instrument for which it is exchanged.

(Signed) ORKIN BROTHERS

Orkin Bros. player-piano club

We have inaugurated a player-piano club in connection with our 100 piano club. The price of these 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 \$650, 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. 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 for club members is one 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 Player-piano club members are \$17.50 cash 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-piano.
7. Each Player-piano club member has the use for one year of 1,000 rolls of music free.
8. Player-piano club members secure the free use of the great Orkin Bros. Music Roll Library—the largest Music Roll Library in Omaha.
9. 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.

ORKIN BROTHERS

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

Name
Street and No.
City State

Opposite Post Office

Alliance, Nebr.

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