

The Orkin Bros. Piano Club plan saves you over a Hundred Dollars

# These club pianos are worth \$350

The Orkin Bros. club price is \$257.50.

☐ These instruments have been sold right here in Omaha and surrounding territory for years and years at \$350. Hundreds are being sold now, every month, all over the United States at \$350. **And they are worth \$350.** Measured by the standard of any other piano sold in the country for \$350, they are worth \$350. They are worth it on our floors or on the floors of any piano dealer in the country.

☐ The Orkin Bros. club price is \$257.50. 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 fifty-seven dollars and fifty cents is the price, and the price **includes everything—even to 202 weeks' time in which to pay the \$257.50.**

## The club terms are easy \$5 when you join, then \$1.25 a week

☐ These 500 pianos, which were bought expressly for this big club, will be sold, \$5.00 cash, then \$1.25 a week. The \$5.00 payment made when you **join the club is credited to your account**, leaving \$252.50 to be paid.

**\$5** then **\$1.25**  
cash = 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 (\$252.50) is payable every week. Club members do not have to pay **more than \$1.25 a week.** This gives them 202 weeks in which to pay for the piano, and still get it at the **club price** of \$257.50, 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.

☐ Another reads, "if the varnish crazes or checks it is due to climatic conditions over which we have no control," etc., 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 **500 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 in writing, over the signature of the Orkin Bros. the moment they join the club.

**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**

# ORKIN BROTHERS

## FLOUR MEN PLAN EXHIBITS

Nebraska's Eminence as a Milling State Will Be Demonstrated.

## EIGHT OR TEN ENGAGE SPACE

Schuyler, Hastings, Lincoln, Crete and Other Mills to Show at "Made-in-Nebraska" Exposition.

While every line of manufactured articles will be represented by some exhibits of some character in the coming "Made-in-Nebraska Show," to be held in the Omaha Auditorium in March by the Federation of Nebraska Retailers, it would appear from the present engagement of space that the flour industries of the state will be more thoroughly represented than any other.

The leading rolling and flour mills will make a special effort to illustrate the fact that Nebraska is one of the best

flouring industry states in the union. There seems to be a sort of concerted action among the mills, people or else the spirit of amiability prevails, because so far there will be some eight or ten flour exhibits in the "Made-in-Nebraska Show."

Prominent among these is the Wells-Abbott-Nieman mill of Schuyler, Neb., which will have a splendid showing of mill products, including whole wheat, graham, cornmeal, patent flours, roller process flours, pastry flours, prepared flour package goods, one of the best and most complete lines of cereals and flours ever shown in any exhibition. The booth will be in the form of an old wind mill. Attractive demonstrations will be given in the booth, and biscuits and cakes will be served.

Another attractive exhibit will be that of the Gooch Milling company of Lincoln, which will form one of the central features of the Lincoln manufacturers' exhibit. The Crete mills of Crete have purchased an exhibit space and will make

a very thorough and comprehensive display of flours turned out from their mill. Another flour display will be that of the Gibson Roller mill in charge of Roy A. Davis of Gibson. Mr. Davis very wisely has secured the space near the model grocery store, where many hundreds of retailers no doubt will pay their respects to his exhibit. Gibson mill products are sold throughout the state and especially are well known in South Omaha and vicinity through agencies. The Fremont Milling company's exhibit also will be a very good one.

**Hastings' Exhibit.**  
One of the best exhibits in the milling line will be that of the Hastings Roller mills. It will be one of the central attractions in the 1,000 square foot of exhibit space bought by twenty Hastings manufacturers. It is expected that the Beatrice Rolling mills will take space, also the Uplike Milling company and others in Omaha.

The Federation of Nebraska Retailers, which has the "Made-in-Nebraska" show

in charge, is congratulating itself on the securing of Miss Nelly Jacobs and Mrs. M. N. Jacobs to take charge of the lunch stand in the Auditorium during the show.

Construction of the booths that will be placed in the Auditorium to hold exhibits during the show will be begun immediately. Experienced men, like Al Scott, Lee McGreer and Gus Renze have the contracts for building these booths. They will be made in sections, ready to put up the entire outfit in half a day's time. Exhibitors are permitted to select their own colors for decorations to harmonize with the colors of their goods or packages.

A beautiful electric sign, "Made-in-Nebraska Show," turned out by M. E. Clark, who will have an exhibit of the new Economic sign in a very handsome booth, will be installed in front of the auditorium to advertise the exposition.

The Persistent and Judicious Use of Newspaper Advertising is the Road to Business Success.

# Your money back is the letter and spirit of the Orkin Bros. piano club

☐ We say, in speaking of and advertising this big Orkin Bros. piano club: **"If the piano is not satisfactory after 30 days' use we will give you your money back."**



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

☐ This is not a "catch-penny" scheme. This is not done as an inducement to get you to join the club, then not live up to it. We **mean to give you your money back if you ask for it.** We have no other intention—never have had—nor never will have.

☐ If you are dissatisfied with the Orkin Bros. club piano after 30 days' use, all you have to do is to say so, and we will send and get the piano and **return your money.**

☐ We know this piano we are selling to this club. We know it like we know our A B C's, and in order that you and the public should know it, we hit upon this old time-honored proposition of **"Your Money Back"**—though as far as we know this is the first time it has ever been applied to selling pianos.

## But we go still further

Club members get a full year's trial

☐ It is our belief that a person cannot get a satisfactory trial of **any piano**, either good or bad, in 30 days. If, however, a thirty days' trial dissatisfies a club member, we will give him his money back. On the other hand, we have arranged a trial for each and every club piano that **will** tell the tale—that **will show** whether or not **this club piano** is worthy of a permanent place in your home.

### 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.

☐ 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.

**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 instrument for which it is exchanged.  
(Signed)

☐ 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 rentals have been paid when due, the remaining installments will be canceled 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 canceled—and a clear "receipt in full" is given to the family of the deceased. Isn't this a comforting and reassuring idea?

## Orkin Bros. player-piano club

☐ We have inaugurated a player-piano club in connection with our 500 piano club. The price of these **Player-pianos** is \$25 dollars—the terms are 9 dollars the first payment—and 2 dollars a week without interest added. These **Player-pianos** have never been sold for less than \$50, with terms of \$25 down and \$15 a month, with interest added at the rate of 6 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 9 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. We give you an unconditional guarantee with these Club **Player-pianos.**

1. The **Player-piano** club will consist of 100 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 395 dollars.
4. The saving in price to each **Player-piano** club member is 155 dollars.
5. The **Player-piano** club member has no interest to pay.
6. The terms to **Player-piano** club members are 9 dollars cash and 2 dollars a week—or, putting it in another way, **Player-piano** club members have 193 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

## Colorado Miner's Mind Blanked by a Shock; Sought Here

John L. Weisner, a coal miner missing from his home near Colorado Springs, Colo., and who is believed to be suffering from amnesia as the result of being touched upon the head by a live wire several weeks ago in a mine near that place, is being sought in Omaha by the local police and his relatives.

Weisner has been unaccountably missing from his home for over three weeks. Search in hospitals in Colorado Springs, Denver and Omaha has failed to locate him and his relatives are distracted. He is a member of the Woodmen of the World and that organization is also seeking him.

taken from him. He recognized none of his family; did not know his own name and even forgot his occupation. His conversation, however, appeared rational and physicians hoped for a cure in time. Several days after the shock, he disappeared and although careful search has been made, his whereabouts are unknown. Weisner is 28 years old, five and one-half feet tall and weighs about 190 pounds. He was smooth shaven when last seen. His hair and eyes are dark and has scar under the left eye.

## LIFE UNDERWRITERS ELECT NEW OFFICERS AT BANQUET

At a banquet at the Paxton hotel last night the Nebraska Life Underwriters' association in annual meeting elected officers for the coming year. The following were selected: President, G. W. Noble; vice president, Tom S. Kelly; secretary, Clarence W. Anderson; treasurer, Fred B. Earle.

## Floral Decoration Auto Show Feature

Clarke G. Powell, secretary of the Omaha Automobile Show association, has made arrangements with the W. C. Colling company for the carrying out of the entire decorating scheme of the eighth annual automobile show, which will be held at the Auditorium the middle of February. A considerable expenditure in this year's decorating is already contracted. The decorative effect will be something entirely new to Omaha. Mr. Colling is already at work on an outline in green and white, the chosen colors of this year's embellishments. An elaborate floral decoration will be part of the scheme. Mr. Colling is not ready to announce his plan in detail.

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