 Thoose Born of Foreign Parents often
Struggle Onder Adverity parbets laose hilluence



## $\xrightarrow{2}$

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> Don't get away from the principal fact that first of all you get a piano through this co-operative plan for 248 dollars and 75 cents which will ordinarily cost you 350 dollars


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THERE are nine good reasons why you should get one of these pianos through this co-operative plan, any one of which is a sufficient reason in itself why you should get one. But brushing them all aside and considering only the main reason-for the momentand you have a big overwhelming advantage which you simply cannot afford to ignore-and that is-that you save a big round hundred dollars (one hundred and one dollars and twentyfive cents-to be exact).

When you come to think of it, this is a tremendous saving: nearly half the price you pay for the piano. Think of what you can do with this one hundred and one dollars and twenty-five cents. You can take a month's vacation on this amount.

You can take a music lesson every week for two years, at fifty cents a lesson.

You can furnish a room in your home.
You can buy clothes, knick-knacks, or, put it out at interest.
ume that there is no limit to the uses to whing sum can put it. It is for this reason that we again lay stress on this feature.
If there wasn't a single privilege; if there wasn't another single advantage to be had in the purchase of these pianos, the big saving of
one hundred and one dollars and twenty-five one hundred and onl doilars and twenty-itive
cents in itself would carry this co-operative idea to an overwhelming success.
Big savings like this are comm

## Big savings like this are commanding.

## What you get besides the big saving

OU have read above about the saving that this có-operative sale
affords. You can see that this in itself is enough to command the attention of any one thinking about getting a piano.
But read this. This is what you get besides the low price. And mind' you, these are all a matter of contract. These features are embodied in the face of your agreement. They are not the "say so" of any one. They are the "black and white" facts-printed in and made a part of this big co-operative plan.
BESIDES THE LOW PRICE you
get the easiest sort of terms. Regular
get the easiest sort of terms. Regular
terms on a piano of this grade are never
less than twenty dollars down and ten
to twelve dollars a month, with inter-
to twelve dollars a month, with interest at six per cent. on top of this. Pay-
ments on the pianos we are selling on ments on the pianos we are selling on
this co-operative plan are five dollars this co-operative plan are five dollars
as a first payment, then one dollar and twenty-five oents a week-without interest.
terest.
II. BESIDES THE LOW PRICE each and every one of these makes of pianos are
doubly inspected, first by our Mr. W. M. Robinson, head of our piano department, then tried and inspected by Prof. Jones when they are put upon our floors. III. BESIDES THE LOW PRICE you get
a guarantee whioh gives you absolute
protection for five years from the day protection for five years from the
the plano is placed in your home. . BESIDES THE LOW PRIOE,

## Orkin Brothers. to take.

home for thirty days. If you are then
dissatisfied for any reason, you can get dissatisfied for any
your money back.
BESIDES THE LOW PRIOE you are given a whole year's time to use the piano and fully convince yourself that it is worth all and more than you paid for it. If a year's use does not prove this conclusively you are privileged to ex-
change for any other new piano in our change for any other new piano
I. BESIDES THE LOW PRIOE you get an agreement which voluntarily cancels your death during the time your payments are being made.
II. BESIDES THE LOW PRICE you are given an opportunity to still further reduce this price-low as it is-
by earning cash dividends or cash premiums by taking less time in which to pay for your piano than you are entitled

## The plan on player-pianos

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o co-operative price to three hundred and ninoty-five dollars, with NO
INTEREET to be addec.
$\qquad$ - payments wil be two dollars a weok-siving you one hundred and as on the plano. The game unconditional suaranteo that is given on
the plano ls given on the player-plano. oget your money back at any time withtn thirty days.
Yet the same privilege of exchanging within a yoar, as that given with
the plano. iso, a piayer-plano bench and one yearis free nue of our ibrary are tiaand a player-plano bench and one
cluded without extra charge.
arrangement will be made with each purchasar wifrobby new playor
rolls can be procured at a spechal discount of $20 \%$ from the regular
catalogue pricoes catalogue prices.
 prestige to thls department of our buelne
Wo belliove that wo have sold more player-planos than any other
plano concern in this country, and in this great Cooperative sale wo have

nil the manufaeturer's guaranice, but OUR GUARANTED.


## How to make this saving yours

$\qquad$ The chis five dollars ts crodted to your account on the co-operatitvo booke,








