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$W^{\text {HEN we infer that these player-pianos would be sold before Saturday, if you but knew }}$ them, we do not have in mind your having a knowledge of the player-pianos themselves: That is, a knowledge of the woods and felts and strings and keys all their physical parts. But we have in mind what you can accomplish with them.
If you knew the ease with which you could play these player-pianos; if you knew the real pleasure and satisfaction you would get out of one:

If you knew, that seated at one of these player-pianos, you could, within a single week, get better results than the average piano student can upon a piano, after years of practice;

If you knew, Mr. Business Man, that with one of these player-pianos you could get completely away from the grind and worries of business;

If you knew that you could play all your favorite tunes
If you knew that the whole world of music would be opened to you;

If $\boldsymbol{y}$ ou knew that over eighteen thousand of the world's best musical compositions were available for your playing;

If you knew that you could master the musical works of the greatest composers;
If you knew that in your player-piano there was solace for every mood and music for every occasion--we say, if you knew these things, then there would not be a single one of these playerpianos left by Saturday.

You would bring in the five dollar initial payment necessary to secure one, to-morrow morning. Yes, you would sit right down now and send in the five dollars by letter, advising us to hold one for you until you could come in and make your selection. These player-pianos cannot be replaced by anything you can put in your home, that will give you so much pleasure and satisfaction. Dozens of persons have told us this.

Through this co-operation Sale, you can purchase one of these player-pianos at a saving of one hundred and fifty-five dollars : think of that.

You can buy one for three hundred and ninety-five dollars now, while the usual price, here in this city and all over the country, is five hundred and fifty dollars.

It will be delivered at once; just as soon as you make your selection and pay your initial payment of five dollars.

Your regular payments are then only two dollars a week
By these easiest of easy terms you thus have 195 weeks to pay the balance of three hundred and ninety dollars, and when this amount is paid, you are through.

There are no dues, or interest, or extras, or bonus to be paid afterwards--to run the price up forty or fifty dollars more.

The whole plan upon which you obtain one of these playerpianos is big, broad and liberal.

You do not take a single chance. Every possible risk has

## About our player roll proposition

 A business man was just at the pointof buying one of these player-pianos
Monday when he suddenly stoped. He thought of something. He asked, "What
will the music cost me? I suppose the
rolls will cost about as much as the piano, won't they?"
There you are. This is not an uncommon idea either. There are lots of per-
sons - eight out of every ten, at leastwho have the same, idea, that the player
rolls spell a tremendous expense on top of the cost of the player-piano:
And we are free to admit that, under
some plans and with some piano houses, player rolls run up to a very tidy item
of expense. But under this co-operative plan your
player roll expense need scarcely be considered. It is almost nil-nothing.
To begin with, you get nine rolls of
music with your player-piano-your own selection. These you can exchange for
other rolls for 5 cents a roll. You can
get nine other entirely different selec-
tions (your choice) in exchange for 45 These in turn can be exchanged for still
different selections (your choice) for 5 cents a roll, and so on and so on, in-
definitely. In this way nine new selecAnother thing: Under this plan, if you
want more than these nine rolls, you can
obtain any music roll in the catalogue at want more than
obtain any music roll in the catalogue a
any time for 1 dollar a roll.
Rolls that will cost you elsewhere Rolls that will cost you elsewhere
dollar and 25 cents, 1 dollar and 50 cents 1 dollar and 75 cents and 2 dollars each
can be had here at the flat price of 1 dol-
lar a roll. These also can be exchanged for other
rolls at 5 cents a roll, and these in turn for others at 5 cents a roll; so you see,
the music roll question is not an expen sive one here. Youthave an endless chain
of music rolls at your command for the small fixed charge of only 5 cents a rol
-and the selection of this chain of rolls i constantly available out of a library of
over 1500 rolls of as well-selected music
as there is to be found in America. been eliminated.

They are guaranteed without reserve. You can exchange within a year. Your unpaid payments will be cancelled in event of your death, and you have a month's time to try it in your home with the privilege of "calling the deal off" and getting your money back.

With all these privileges, and liberalities and safeguards in mind, we want to ask you a fair question. Can you afford not to put one of these instruments in your home in view of their infinite source of pleasure and entertainment to every member of the family?

## J. H. Troup Musi- House <br> 15 SOUTH MARKET SQUARE, HARRISBURG, PA.

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C. S. FEW DRUG STORE, 205 South Union Street, Middletown, Pa.

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