 LOVE OF MOTHER By FRANCES L. GARSIDE
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## Eighty player-pianos have been sold-but twenty remain to be sold through this co-operative plan

$\mathrm{N}^{\mathrm{o}}$OTHING can tell the story of the success of
this sale so well as this. Eighty of the one hundred player-pianos intended for this sale have already been sold.

The heading of this ad tells two things: First-that the sale has been an overwhelming success-and, Second, it tells of the growing popularity of the player-piano.

The wonder is, however, that there is not still a larger proportion of player-pianos sold to pianos. The playerpiano, when all is said, is nothing more than a piano.

It differs only from a regular piano in that it has an extra action within which makes it playable by any and every one. Why should not all the pianos sold be player-pianos, excepting that they cost a little more?

But this is drifting from the subject.
The point in mind is-there remains but twenty more of these player-pianos to be sold through this liberal of liberal plans. Hence, the time to act is here. There can be no further delays.

## Success comes where it

 is courted and deservedEverything that could be suggested as being of benefit to those who should want to buy a GOOD piano, was put into this co-operative plan to make it the success it has been.
FIRST. Eve
LAST DOLLAR


Min guntion har Remat of
SECOND. Every week' extra time that was posibide to add to reveuler piane terms was added the time being stretected ount to
one hundred and ninety-fve weeks (or
 THIRD. The usual form of piano $g$ antees was entifify dropmpod, and, in in its stead, a , gararatee as strong as conld be
written in the Eng ish hanguage, was joint.
 ourselves (as shown hereverth) and given
to tho purchaser of each and every instrui

${ }^{2}$ mourti. It was thought hat by onfer | ing to givo the purchaser HIS MONEY |
| :--- |
| BACK would best assure him that he was |

 included in the plan So to every purchaser
under this co-perative plant we said:
TTry

 FIFTH. The idea was also advanced
that a thirty days' trial or a pial that a thirty days' trial or a piano was
hardly sufficient-so THAT objection was net by agreeing to exchange the piano for any other new plano sold by us of equal or greater value without the loss OF A SINGLE PENNY, at any都 paid upon it, in case of death, before the piano was entirely paid for, was overcome by our proposing to voluntarily cancel all FURTHER PAYMENTS and tura a clean roceipt tor the instrument over to the family of the deBig, broad-gauged, liberal plan of merchandising-isn't it?

## J.H.Troup Music House, <br> 15 South Market Sq., Harrisburg, Pa.

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


## Harrisburg

Carpet Co .

