

# You Should Have Music

## IF YOU HAVEN'T A PIANO IN THE HOME

### YOU NEED ONE

You need it for yourself as well as for your family and friends.

There is nothing that can replace music for home recreation and entertainment. And of all music, piano music is the most satisfactory and most popular.

We offer you by far the largest assortment in Eastern Oregon from which to make your selection. It contains the representative makes of the industry. C. E. Byrne, Weser Bros., Lanter and others, in walnut, mahogany and Circassian.

Also Invisable Players with latest attachments. Our prices are from \$75 to \$125 lower than high grade pianos are sold for elsewhere.

### Go Slow, Investigate before you purchase Tone? Durability? Price?

These three questions must always be answered before a piano is purchased. We have an accomplished demonstrator in our sales room to exhibit the pianos.

The name of Rinehart Little Piano Co. stands behind every piano sold. We are not a transient firm. We are located here, have built our reputation and standing here, and our business is growing rapidly. Our stock will be increased as business demands it.

In order to increase our sales, save time and expense in calling on so many that already have pianos or if such a thing were possible, "Do not desire a piano," we offer to the person that will fill out the coupon below, and send or bring to us and as the result of which an instrument is sold, a seventeen-jewel Waltham watch; given to you in a beautiful gold case designed to suit you. Or by giving us the names of three persons who purchase, a beautiful diamond ring will be your reward. We want every family in Eastern Oregon to have a piano and to accomplish our aim we need your cooperation and so make

this liberal offer. We set aside five per cent of our business to advertising and in this way you can work for us, and save us time and expense. This is not a lottery or a bogus coupon proposition where the prices are raised so as to allow the \$100 on the coupon. Nor is it necessary for you to draw a picture (you may not be an artist); but a legitimate proposition where you work for us.

### Now Get Busy

Do you know of a person that contemplates purchasing an instrument? If so fill out the coupon and get a watch or ring.

We notify you at once if you send in a name that has already been turned in and give you the name of party that sent it.

#### RINEHART LITTLE PIANO CO.

Mr. N.....

Address .....

I believe is contemplating purchasing a piano. Please call on him, and on sale notify me and I will call and get order for ring or watch from local dealer. I will aid you in any way I can to make the sale.

Sign here .....

Address .....

Our sales room is always open for your entertainment, even though you do not contemplate purchasing. Call and examine our stock and listen to the latest music, as we are the largest sheet music department between Portland and Salt Lake.

There are hundreds of families in this county alone that are going to buy pianos in the near future. Send in their names and get a diamond ring and watch.

# Rinehart Little Piano Company

## Eastern Oregon's Greatest Piano House

### Not Strangers but Neighbors