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FREE
UNCLE SAM PUZZLE


FREE-Equal Distribution of Premiums!
PUZZLE DIREOTIONS-Find six of the ten faces hidden in the puzzle picture. To those who answer this advertisement, we offer the choice Also a bona fide Oredit Order of equali amount to each onae good toward purchase on any new Piano in our store.
SEVERAL REASONS WHY THE OREDIT ORDERS ISSUED BY OUR COMPANY ARE AS GOOD AS GOLD

| FIRST-Both manufacturers and dealers spend enormous sums of money in newspaper, magaxino and other advertising. For instance, a half-page advertisement in a daily paper will cost several hundred dol di- lars; in a popular magazine probably one thousand dollar. a short time ago one coneern, paid $\$ 1800,00$ for a single double-page advertisement in it can readily be seen how, the cost of maintaining ndvertising for months at a time runs in fabullous sums, and why this offer can readily be made to the pubire. The manufacturers ancy that others put in are satisfied that, using the same amount of money magazine and other expensive advertising, and distributing this cost in the form of Purchasing Orders among a iev prospective the customer is also benefited by this large saving which would otherwise be paid for advertising. <br> SECOND-Using the old-style selling methods, a large force of outside solicitors are employed and large amounts paid in commasmen to teachers, agents, ett. Also, instead of employing 15 or 20 salesmen | at an expense of possibly two or three thousand dollars per month, we only employ two or three salesmen, as we depend entirely upon customers coming to our store. We have thus been trying the experi- ment of dividing the savings we effect among purchasers of our pianos. We also save you the dealer's profit. We sell only direot from factory to home. <br> THIRD-We invite you to come and test our every statement, as to the savings we claim. Come on a tour of inspection-even if only out of curiosity-and you will find yourself well repaid for your time and trouble in proying our claim to be absolutely true. We ask you, in justice to us and to yourselves, to test the selling methods and valand terms may have been offered to you elsewhere, no matter who tells you that our Credits are not beneficial, just remember, you have your own bills to pay, and "a dollar saved is a dollar earned,", so come to us and see what your hard-earned dollars will buy where come to us and see what your hard-earned dollars will buy where every unnecessary dollar is cut out of the selling expenses at this time causing you a positive saving of at least one-third of your piano money. |
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 Bush \& Lane Piano Co.

355 Washington Street, Majestic Theater Building PORTLAND, OREGON

HAWAII IS PROSPPEROUS

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