## Hew Sellicwny

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## You'll Find Me in Deadly EarnestAnd That What I Say Is True!

Ever So Many People Came Yesterday and Saw and Purchased - in Fact, One of My Three HighestPriced Player Pianos and One Baby Grand, as Well as a Number of Others Were Taken.

Ihave tried to tell it in a straightforward, definite way, and people are quickly finding out that what I say is so. At 8 o'clock Wednesday morning a wealthy East Side
timberman came in, and after seeing my three highest-priced player pianos he gave me timberman came in, and after seeing my three highest-priced player pianos he gave me
a check for one. And he saved a bunch of money. So did the other folks who bought that day and again yesterday. One of my finest was take parents consenting readily when they found that he parents consenting readily when they found that he
actually saved $\$ 420$ in his purchase-more than the lad could earn during the next fifteen months. My word for it, these pianos are going to be sold, because I'm
giving away more than half of each. The banks are giving away more than half of each. The banks are
full of money and there are thousands of homes that actually and urgently need just what I have to offer now.
It's impossible to state the various causes for this genuine sacrifice of pianos. But let me say they are
urgent. It's a peculiar situation. All that is really urgent. It's a peculiar situation. Alt that is really
interesting, anyway, is the saving. These are good pianos, mind you, and the best kind of player piano I might write here all day, but that would not have prices. See the brand-new upright pianos at only $\$ 143$.
It's no use to try to tell about them, and if you are not It's no use to try to tell about them, and if you are not
interested enough to come and see, what's the use? What would you think of beautiful new pianos that you and your music teacher and all your musial artist pianos, the standard of comparison the world
over, now offered at an actual discount of $\$ 270$-priced at only $\$ 355$ ? You don't believe it? Comee and see-
that's all I ask. I'll take $\$ 10$ a month, if I have to Then, again, player pianos actually for $\$ 230$;
ones
one the best player piano in the worrld for onty And FII sell ing better to be had, even if it were priced $\$ 1150$ and
$\$ 1250$. It can't be done? Yes, it can. You'll find it if you see me now. Pll give the first caller tonight
(after 6 o'clock) $\$ 30$ worth of music rolls free! So come
this evening or first thing tomer Never an institution need
badly. An agreement to pay so mell stock on hand so month or so
much every three months for a bit mo much every three months for a bit more than mere,
additional simple interest will secure any sale cost price. Don't ask for terms any smaller than necessary; it's better for both sides to get the piano
paid for as soon as possible. Here's a fine, big stock, no paid for as soon as possible. Here's a fine, big stock, no
doubt the finest in town; but it can't last forever at
these low prices. So come today these low prices. So come today.
I'Il send pianos anywhere to be tried and tested and
paid for when found just exactly as we advertise
and say.
In Charge of the Player Piano C. W. HOUSEMAN,
of the Holders of Preferred Stocks, 333 Interests St., in the Northwestern Bank Building, Just Below

"You'll find me deadly in earnest and that what I say is true.
They gave me a free hand. I can Given unlimited liberty with sults, all right. I know the cer tions, and that's why 1 candidily low prices as I m quoting now, and tively, wills there be limit. tively, it's the limit.
C. W. Houseman.


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