rish Peace Treaty Signed In Mixture of Hilarity And Gloom






## 

Our Piano Department Will Remain Open Evenings During the Forming of This Club

Come in Today Or this Evening

## Join the

## SALEM CO-OPERATIVE PIANO CLUB

50 Fine Pianos and Player Pianos go to club members at a big saving in price and special terms of payment.
Wholesale principal applied to retail buying will save those who take advantage of this opportunity a total of $\$ 5850.00$, or an average saving to the individual member of $\$ 117$. Your choice of the best makes.


2 There are no extras, no dues, no red tape. You select an instrument and it is delivered to your home immediately.
3 A bench and library of music rolls are free with every player piano.
4 A stool or bench goes with every piano, according to the instrument you select.
5 Club members have the world's best makes to select from.
6 The guarantee of the manufacturer as well as our own is back of every instrument sold.
7 Our exchange agreement gives you a year to try the piano. It may be exchanged at full value within that time. Clip This Out and Mail To Us Today

## H. L. Stiff Furniture Co,

Please mail me full particuiars regarding your Co-operative Piano Club and oblige. Used Pianos
\$135, 1185, s210, etc.
Pay $\$ 6$ or more a month $\$ 135, \$ 185, \$ 210$, etc.
Pay $\$ 6$ or more a month



How We Can Do It
You and 49 other good people "go in together" and buy planos, $\begin{aligned} & \text { quantity buying. }\end{aligned}$
Suppose our normal business is five or six piano sales within a certaln period of
time-suppose that we in-time-suppose that we in-
crease the number to ten times that many without matimes that many without maz
terially increasing our selling terially increasing our seling
expense, we can afford to sell on a pretty close margin of profit can't we?
The piano club plan is no new idea-many years ago a
"Piano Purchasing Club" was
" formed in Philadelphia. Twenty families "got together"
ty and bought pianos of the
same concern, thereby effectsame concern, thereby effect-
ing a saving of over a hundred ing a saving of over a hundred dollars on each piano.
nothing but standard
MAKES INCLUDED
The pianos and player pi-
anos reserved for club memanos reserved for club mem-
bers are the finest products of bers are the finest products of
our greatest factories and inour greatest factories and in-
clude such famous makes as Clude such famous makes
Hobart, M. Cable, Lester, Kohler \& Chase, Henry F. MilIer, Kohler \& Campbell, the
Soloelle, the Tone Coloring Soloelle, the Tone Coloring
Player Piano, and many othPlayer Pliano, and many oth-
ers. This offer is made to ers. This offer is made to
people who demand quality.

## LADD \& BUSH BANKERS

## ESTABLISHED 1868

