

[^0]
[^0]:    DOES TH

    ## THEY ALWAYS PLAY THE GAME STRONG

    The contest dealers never fail to run a socalled cut price sale in connection with their contests. They run these sales to make it appear that they are offering a further reduction. Sometimes they offer no excuse for running the sale except THEY W ANT TO SAVE YCU MONEY Sometimes their certificates bear the name of some one piano factory yet they aceept them on any other piano on the floor. They will even sometimes tell you that the particular piano they are trying to sell is the same thing (exeept the name of course) as a $\$ 500$ world renowned piano; ye this particular piano would cost you less than one-half that price, deliberately giving you more than $* 250$. We want to ask WOULD A BANK GIVE YOU CREDIT FOR $\$ 500$ IF YOU DEPOSITED $\$ 250$ ? All reliable one-price dealers are informing the piano-buying public of
    the methods used by contest dealers-not because we like it. We are foreed
    to in justice to those who do not know and ourselves. And if you will investo in justice to those who do not know and ourselves, And if you wirl inves
    tigate thoroughly you will learn even more than we have attempted to tell

    ## Hale's One Price Way

    You get nothing but piano values at Hal

    Ail of our anything else offered as bait.
    All of our used stock to be sold at a reduced price. Don't fail to see us
    隹 before you buy. We have something special to offer you. The house that
    sells Steinway pianos and Apollo Player pianos.
    

