

## BOSTON PIANO &amp; MUSIC COMPANY

IOWA CORPORATION

CAPITAL \$100,000.00 — \$60,000.00 FULLY PAID UP

WILLARD F. MAIN, PRESIDENT

CHICAGO, ILLINOIS

COR. COLLEGE AND DUBUQUE STREETS, IOWA CITY, IOWA

## ORDER

## Boston Piano &amp; Music Co.:

GENTLEMEN:—Please ship me within 60 days from date hereof, (or immediately if in stock) in accordance with the terms hereof, the following described property:

1 Main Boston Piano and Music Co. Piano. Style *a 14*. Finish *matte*. 4ft. 8 in. high, 5 ft. 2 in. long. These pianos are manufactured for us by the following piano manufacturers: Segerstrom Piano Mfg. Co., Holland Piano Mfg. Co., Gilbert Piano Co., Kreiter Piano Co., Clough & Warren Co., Krell Piano Co., Knight-Brinkerhoff Piano Co., Krell French Piano Co., A. M. Bollerman, Edmund Cote Piano Co., and other reliable piano manufacturers. Every piano bears the name of the manufacturer on the plate or inside the lid and is warranted by the manufacturer.

1 Talking Machine. Cabinet made in quartered oak, polished. Spring motor that can be wound while playing. Plays both needle and sapphire records. Size of motor cabinets  $13\frac{3}{4} \times 13\frac{3}{4} \times 6\frac{3}{4}$ . Fitted with ten-inch turn table. Artistic flower horn included.

1 Ladies 20-year Gold Filled, Hunting Case, watch, fitted with either Elgin or Waltham movement.

1 Gentlemen's 20-year Gold Filled, Hunting Case, watch, fitted with either Elgin or Waltham movement.

2 Forty-two Piece Dinner Sets in attractive decorations and handsome designs. These goods are made for us by one of America's leading China Factories.

1,000 Posters "Free to All", especially printed with purchaser's name, address and business.

500 Blotters. Especially printed with purchaser's name, address and business.

100 Twenty-four page Booklets, "Win a Free Piano," a book of instructions to the contestant, containing pictures and letters from successful contestants and many valuable suggestions for organizing and conducting the campaign for cash certificates, thus advertising the retailer, increasing his trade, and teaching the contestant how to work for the piano. Copyrighted. Printed with purchaser's name, address and business.

\$60.00 in Certificates (face value), in assorted denominations of 5c, 10c, 25c, 50c, \$1.00, \$5.00 10.00, and up. Copyrighted or Registered.

600 Due Bill Cards in assorted denominations of \$1.00, \$5.00 and \$10.00.

\$20,000 in Pledge of Patronage Cards (face value), in assorted denominations of \$10.00, \$15.00, \$20.00, \$25.00 and \$50.00. Copyrighted.

1 Punch for punching amount purchased from Due Bill Cards.

12 Large Two-Colored Bills for posting in the store

60 Two-Color Bills for outdoor posting.

1 Book, "How to Start a Contest," containing much valuable information to the retailer for starting the contest, securing contestants and them enthusiastically working. Copyrighted.

1 Book, "The Art of Successfully Conducting a Piano Contest." A book containing instructions for conducting the contest from the first week until its close, and providing for every circumstance and condition that may arise. A handbook of reference for the retailer. Copyrighted.

1 "Model Ad Book," containing sample display and other advertisements—readers, locals, editorials, etc., for dealer's use in his local newspaper. Illustrated. Copyrighted.

1 Electrotypes or halftones of the piano for dealer's use in advertising in his local paper.

Also for the purpose of assisting the purchaser in getting his advertising campaign started and in creating a demand for his goods, the Boston Piano & Music Co. agrees to mail appropriate printed matter bearing purchaser's name and address to 100 heads of families or others within buying distance of his store, the names and addresses to be furnished by the purchaser by mail within 15 days from date of shipment. We also furnish with the above advertising service our personal help, by telephone, to the dealer.

## No Pianos Furnished or Sold on Commission or Consignment.

**TERMS OF SALE**—The amount of this order is payable as follows: One-fourth within ninety days from date of shipment, and the balance thereof in eight equal payments, due in five, six, seven, eight, nine, ten, eleven and twelve months respectively from said date, provided purchaser, within thirty days from said date of shipment, delivers to the Boston Piano and Music Company promissory notes for said payments payable to its order, without interest, in Iowa City, Iowa; if not paid when due, the same to bear six per cent interest from date thereof; together with statutory attorney fees; otherwise, full purchase price payable thirty days from date of shipment. A discount of 8 per cent if paid within thirty days from date of shipment.

**WARRANTY**—The piano to be shipped hereunder will be accompanied by manufacturer's warranty against defective workmanship or defective material for a period of at least five years.

Delivery to transportation company in good order, properly marked and addressed at the company's most convenient place of shipment, is delivery to the purchaser.

Piano to be shipped by freight and other matter by freight or express. The purchaser must pay all transportation charges. No charge for boxing or cartage.

This order shall not be countermanded either before or after its acceptance.

As part consideration hereof, in case of shortage or errors in, or objections to, the printed matter or property received hereunder, notice of such shortage, errors or objections shall be given to the Boston Piano & Music Company at Iowa City, Iowa, by registered mail, and said company, by these premises, is hereby given the right and privilege to make up the shortage or correct the errors or remedy the objections referred to in said notice within a reasonable time, even to the extent of recalling any and all of the property received hereunder and forwarding in lieu thereof other goods, if said company elects so to do; but said notice must be received within ten days from the date said merchandise arrives at destination, or such shortage, errors and objections are hereby waived.

**ASSURANCE OF TRADE**—As a further consideration, it is hereby mutually agreed that in the event twenty-five per cent of the dealer's increase in trade, during a period of thirteen months from the date of this order, does not equal the sum of \$400, the said piano company will make up the difference between said sum and twenty-five per cent of the actual increase in trade. It is expressly understood that this provision is effective only when the dealer makes satisfactory proof of the deficiency herein referred to, and complies in every respect with the terms of this order given to the said piano company, as well as paying his promissory notes, when due, with reference thereto.

The representative of the Boston Piano & Music Co. is a soliciting agent only and has no authority to make agreements of any kind for the company. Any changes in the order as printed must appear in writing hereon, or they will not be binding on this company.

## FOR CUTS AND DESCRIPTION OF SAMPLE STYLES OF PIANOS SEE OTHER SIDE