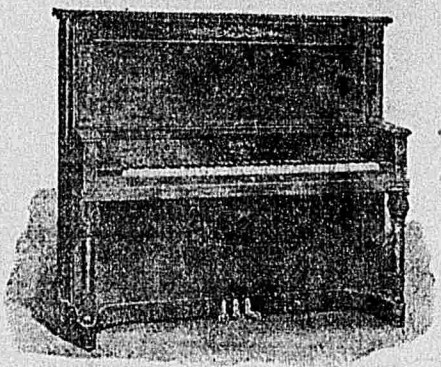


# 37 PIANOS AND ORGANS FREE

**In Addition to 472 Other Grand Prizes**  
Valued at from \$12.30 to \$1750.00 each to be given away to our patrons

HARDMAN LOUIS XVI PIANO,



4th PRIZE VALUED AT \$750.

**Are You Entered in This Contest?**  
Be One of the 509 Winners

Every Piano Sale means from 15,000 to 1,500,000 votes. Buy your piano from us and get your friends to buy here during this great PIANO CONTEST SALE.

509 Prizes to go to 509 Contestants. Be a Winner. Get Busy.

## MUSIC TEACHERS

Can Earn a Beautiful Upright Piano in 90 Days.

Ask us and We Will Tell You How.

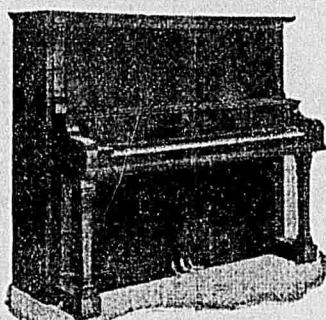
H. P. NELSON ART PIANO,



7th PRIZE, VALUED AT \$750.

**Out of Town Contestants Stand a Good Chance of Winning One of the Big Prizes.**

MILTON PIANO,



10th PRIZE, VALUED AT \$475.

The Board of Education recently bought two pianos from us, one for the Lowell school and the other for the Waterloo school, and they have entered the Riverside Kindergarten as a contestant in our \$40,000 contest.

We mention this to give you an idea of the kind of contestants that are going into this contest and to show you the class of people we are selling goods to. If the Board of Education buy from us after looking at other makes represented in this city and get prices on same, it shows that we have the right goods at the right prices. Other wise, we would not get the business.

Do not be misled by unreasonable values in piano prices—you cannot buy a \$500 piano for \$300, nor can you get a good piano for \$175. Why not buy from a one-priced store where every customer gets the same treatment. We do not ask you to pay \$300 for your piano and then sell the same piano to the next customer for \$75 less.

## Everett Grand PIANO

Valued at \$1,000.00  
SECOND PRIZE



**This is only One of the Grand Prizes**

We mean to give away altogether 509 prizes to our customers and friends.

No other music house in the state has ever had the nerve to give away \$40,000 in prizes, and it will be a long while before any house will make the same kind of an offer.

This Contest Piano Sale is one of the biggest piano sales ever put on in the State of Utah, and with 37 Pianos and Organs in addition to 472 other prizes, there is no reason on earth why every purchaser of a piano or organ, or every contestant entered in this great contest should not win a valuable prize on Christmas Day.

Any one can enter the contest, and if you have not already had a Nominating Coupon, drop a postal card to our Contest Manager and he will see that you get one.

In the newspaper contests now being run all over the United States, there is usually one grand prize offered in each district and you only get one chance out of 20 or 30 to win a good prize. In our contest the 509 prizes are all open to all the contestants and you stand just as good a show of winning first, second or third prizes as any other contestant. The big prizes will go to those who assist us in selling the most goods between now and Christmas Day. Make up your mind to win this \$1,000 Everett Grand Piano and let us assist you in your efforts.

## No Element of Chance Whatever.

We have heard some comment on this contest to the effect that there was an element of chance in our contest and that some people were unlucky and never would win anything anyway.

Now we want to say in contradiction to this that there is no element of chance in any detail of our contest—if there were, Uncle Sam would stop it right now.

Every prize will be given on Christmas Day to the contestants who earn them, and votes are only given for cash payments either on new sales or on account. The more money paid into our office either on new piano sales or on old accounts, the more votes you get, and the larger the sale, the larger number of votes per dollar. If you can turn in two or three piano sales between now and Christmas Day, you stand a sure chance of getting a very valuable prize and there is not much doubt but that it will be a beautiful upright piano.

We do not ask you to sell the good s—all we want you to do is to give us the names of your friends whom you know are interested in buying a piano either now or in the near future. Talk "contest" to them and let us do the selling.

Come in and see the Contest Manager and he will tell you how easy it is to get votes and how easy it is to get people interested in this great contest.

# 10 Carloads of Pianos

to be sold at

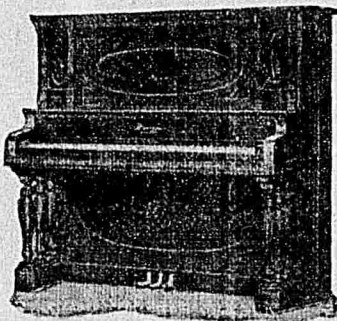
## Rock-Bottom Prices

during this great sale.

Don't fail to call on us before buying.

**This is your opportunity to get a piano free. Say "I will" and then get busy.**

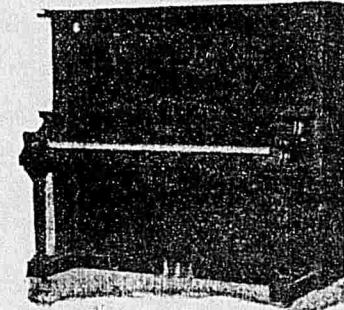
HARRINGTON PIANO,



8th PRIZE, VALUED AT \$525.

**Free List of Prizes and Nominating Coupon mailed free on request. Only a few prizes shown here. There are 509 in all.**

HARVARD PIANO,



9th PRIZE, VALUED AT \$550.

FISCHER 20th CENTURY PIANO,



5th PRIZE, VALUED AT \$675.

**Are there 509 people better than you?**

Of course not.

Then be a prize

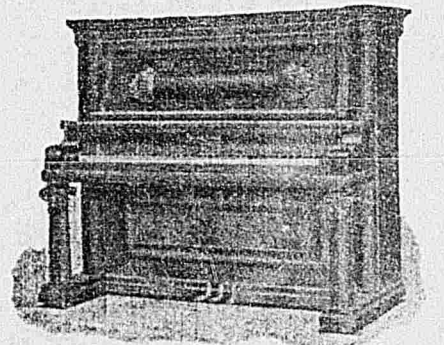
winner.

**Enter the big contest.**

**200 more Contestants wanted at once.**

**Come in and see the Contest Manager.**

BUSH & LANE POMPEIAN PIANO,



6th PRIZE, VALUED AT \$625.

In the event of a tie vote for any prize offered, a prize identical in character and value to the one offered will be awarded to each such person.

Address all communications to

**"CONTEST MANAGER."** Telephone Bell 1073

# CARSTENSEN & ANSON CO.

Temple of Music

Temporary Location, 75-77 W. 2nd So.  
Salt Lake City, Utah