



Case-making Department.



Rubbing-room Varnish Department.



Polishing Department.

Eighteen Estey Pianos

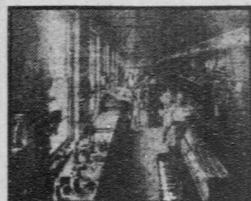
Have Been Purchased by Us from the

Sanders & Stayman Company

To Give as Prizes to the First Prize Winners
in Each District.



Sound Board Department.



Polishing Department.

If you
are first
in your
district,
you get
a
\$450
Estey
Piano.



If you
are
want-
ing
a good
Piano,
this is
certain-
ly a
grand
chance.



Filling-room Varnish Department.



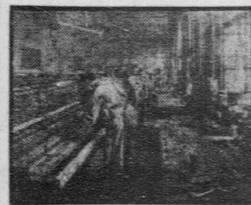
Fly-finish Department.

HERE are reproduced a number of cuts, showing you the Estey Piano in the process of construction. You get some idea from this of the great amount of labor necessary to the construction of one of these instruments. In buying a piano—or winning one—you don't want a cheap one. We knew that you didn't, and so we chose the Estey for you. Perhaps you are not working for a Grand Prize at all, but a piano is just the thing you want. If so, then we'll make you happy. If you will look over the names of the contestants in your particular district, you can tell how hard you are going to have to work in order to get yours. There may be some one 'way ahead of you, but then he is probably working for a Grand Prize. That will not interfere with your winning your piano. Win it now, while the Extra Vote Period is still on. It will close at midnight of June 1, so you want to get busy right now. In some of the districts the winner of the piano will not have a great many votes, judging from what is being done in those districts at the present time. This should encourage some one else to make a try for it. Don't let these pianos go for nothing. They're worth a great deal, and you should be working for one of them. Get after it.

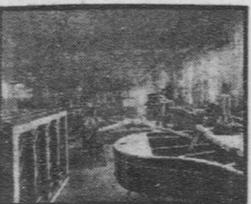
We'd like to see more contestants in some of the districts. It isn't too late by any means to enter, and, really, now is an excellent time, while the others are napping. Some of them feel so secure that they have stopped working. You can get in and fool them. Get in and pass them while they are yet asleep. When they finally wake up you'll be so far ahead that you can easily stay ahead until the end. Then your prize is yours.



Stringing Department.



Action Regulating Department.



Setting-up Department.



Action Finishing Department.



Section of Varnish Room.