

These Are The Prize Winning Letters!

"Why Will Landau's New Furniture Store Be Of Benefit to the Public?"

\$25.00 1st Prize
Miss G. E. Houseknecht
620 W. Second St., Hazleton, Pa.

\$10.00 2nd Prize
Ruth N. Keen
126 W. Spring Street, Hazleton, Pa.

620 West Second Street, Hazleton, Pa.
August 12, 1926.

Landau's M. and J. Store,
12 West Broad Street, Hazleton, Pa.

Gentlemen:

The addition of a furniture department to Landau's Music and Jewelry store will unquestionably be of great benefit to the public; first of all, because Landau's are noted for their fair dealings. People naturally like to buy at stores where they secure an equal return for the money they spend. Right price is one of the main reasons why Landau's has grown to be an entrepreting business.

The policy of your store of allowing people to obtain articles with the privilege of paying for them on the easy payment plan will be a great inducement to the people who wish to secure furniture and yet cannot afford to pay for it at once. Thus, they can have the use and service of the article while they are paying for it. I am confident that the young bride and groom who are furnishing their home will find that Landau's is the place where all their furniture problems can be solved. For here they can obtain the greatest value for the least money with the added feature of easy payments.

Since there is a number of Landau's stores, each one selling furniture, it can be purchased in much larger quantities, and as a result the people will benefit. Since purchases are made in large quantities, naturally the variety of styles and kinds of furniture will be great so that the people can make their selection from a number of up-to-date articles. Moreover, the equipment will be displayed in its best advantage for there will be plenty of room in the new department which Landau's are adding to their store without giving the appearance of overcrowding.

Accommodating clerks who are ever ready to please will act as a further inducement to people to purchase from this pleasant store.

Landau's have displayed their interest in the public and its welfare by establishing a new branch and organizing various musical classes, the popularity of which has won for this firm a reputation of which they can justly be proud. This reputation has gained many customers for Landau's who know that here is a store where they can obtain the best service, and where the clerks are interested in satisfying their desire.

The quality of Landau's merchandise is on the same high plane as their service. People who want quality in the best and most up-to-date articles for the right price will naturally be benefited by considering Landau's.

Landau's Music and Jewelry store, which has been established since 1888, is looked up to as one of the leading entrepreting establishments of the day. The success which you have gained from 1888 to the present, has caused you to expand your business from time to time, and now a further addition of a furniture department to this store, I know, will prove to be an irrefragable project, not only aiding in your growth, but showing your desire to serve the public to your fullest extent, such an acquisition will not only gain popularity for Landau's but will give Hazleton prestige over other cities.

I wish you the greatest success possible in your undertaking.

Very sincerely yours,
(Miss) G. E. Houseknecht

August 14, 1926
126 W. Spring Street, Hazleton, Pa.

Landau's Music and Jewelry Store,
West Broad Street, Hazleton, Pa.

Gentlemen:

It is with interest and satisfaction that I have noted the announcement of the opening of Landau's Furniture store.

From the time Landau's first established a store in Hazleton, the Hazleton people have been keenly aware of this store. People who patronized Landau's had every reason to be satisfied, for that place of business combined service, quality, courtesy, and satisfaction in the serving of its patrons. One could go to Landau's and purchase articles of a superior grade and still have the privilege of an extended time for payment. Landau's easy payment plan has met with appreciation by Hazleton people as is shown by the numerous patrons who have taken advantage of this plan of payment.

And now, Landau's are planning to open a furniture store, with the same privilege of easy payment that the music and jewelry store offers. One has but to ask if Landau's music and jewelry store has been of any value or benefit to the people of this city. The customers who have enjoyed the service of Landau's store and the quality of Landau's products need never have this question. Hazletonians are unanimous in voicing the praise of Landau's.

For this reason people are anticipating the opening of the furniture store because they believe Landau's are sincere in their desire to really be of some benefit to Hazleton. We can depend upon Landau's to carry a superior grade of furniture and we are certain we can always rely upon their courtesy and service.

Very truly yours,
RUTH N. KEEN

Landau's Way Is Easy To Pay

THE HOME OF BLUE RIBBON FURNITURE



25 WEST BROAD STREET HAZLETON, PA.
CORNER AT WILKES-BARRE AND PITTSBURGH

Landau's prizes, September 4, 1926

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Sat, Feb 16, 2019