

\$120,000 of Choicest and Latest Player Pianos in Grand Exhibition and Sale at Eilers

Space of Over Seven Thousand Square Feet in New Eilers Building Devoted to Truly Gigantic and Interesting Display

No More Music-Hungry Homes—Player Pianos Now Within Reach—Reduced Prices Applied Upon All Makes of Player Pianos—A Twenty-Day Sale; the Prices; the Makes and the Terms.

The Triumphant Autopiano, Now in Daily Use in 3000 Pacific-Coast Homes—The Well-Known and Genuine Pianola Pianos, the Krell Auto-Grand, the Bungalow Player Pianos, and Numerous Other Makes Included.

Some of the Prices!

Old style \$550 Autopianos and Pianola Pianos now \$355. Payments \$25 cash, \$10 month.
 Old style \$700 Autopianos and Pianola Pianos now \$460. Payments, same terms.
 Old style \$850 Autopianos and Pianola Pianos now \$550. Payments \$50 cash, \$12 month.
 Old style \$950 Autopianos and Pianola Pianos now \$615. Payments, same terms.

New style instruments, playing the latest 88-note rolls or both the 65-note and 88-note rolls, as follows:
 \$500 styles now \$378 and \$385. \$25 cash and \$10 a month.
 \$ 600 styles, now \$467 and \$480. Same terms. \$ 725 styles, now \$545. Same terms.
 \$ 825 style, now \$635. \$35 cash and \$15 a month. Same terms.
 \$ 975 styles, now \$735. Same terms.
 \$1050 styles, now \$787. \$57 cash and \$20 a month.
 \$1150 styles, now \$867. Same terms.



The wonderful, genuine Autopiano, the Krell Solo Autogrand, Boudoir Player Piano and the immensely popular Bungalow Player Pianos are all included in this sale at reduced prices.

In short, a store full of finest player pianos are thrown into one grand low-price sale that simply annihilates competitive attempts and makes player piano buying a positive duty to many a father or head of a family. An undertaking carefully planned for many months and one that will be the means of bringing much of enjoyment and musical education into hundreds of our best homes.

Special—A free music roll library is given to every purchaser in this sale. Free Recitals daily, every morning from 11:00 to 12:30, every afternoon from 2:30 till 5:00.



In our new building at Alder St. at 7th, now the Nation's largest dealers.

There are too many style to be each separately enumerated. Suffice it to say that all of the styles in this exhibit are offered at corresponding reductions. Numerous slightly used and second-hand instruments at still greater discounts.

The following instruments are being closed out and after the present supply is exhausted these makes will not be sold again by Eilers Music House, namely—

Weber Pianos with Autopiano action and Weber Pianos with Pianola piano action.

Steck Pianos with Autopiano action and Steck Pianos with Pianola piano action.

Wheelock Pianola Pianos with 65-note action, with 88-note action and with 65 and 88-note combination action.

Stuyvesant Pianola Pianos, in three styles, same as Wheelock Pianola Pianos.

Specially Easy Terms will be made in order to dispose of these instruments in the very shortest possible time.



An Exhibition of Utmost Interest to Every Music Lover

The Latest and Best of Autopianos, Pianola Pianos, All Makes, in Fact, of Dependable Player Pianos in Most Extraordinary Display, and at Extraordinary Price Reductions—One Hundred and Twenty Thousand Dollars' Worth to Be Sold During Next Twenty Days.

The Latest and Best Creations From Nineteen Leading Factories Now on Display and for Sale—Seven Distinct and Valuable Improvements to Be Found in the Autopiano—Why Some of the Makes Have to Be Advertised as "Second-Hand"—Player Pianos Playable Three Ways, by Foot Power, by Electricity and by Hand—Everyone Interested in Music Should Read This Article Carefully.

In June, 1910, the first exhibition of player pianos was held by Eilers Music House in the old quarters on Washington street.

At that time the following epoch-making announcement was made: "While heretofore the selling price (and in most cases a really exorbitant selling price) of player-pianos of merit has been dictated by manufacturing interests and combinations hereafter player pianos will be sold by Eilers Music House upon the same reduced-price policy as is applied by us to regular pianos."

The sale of player pianos resulting from this exhibition, where at reduced prices for the first time in the history of the United States the makes of seventeen different factories were shown, were enormous. It was clearly demonstrated that the hitherto high prices

had prevented many a home from owning Krell Autogrand, Weber Pianola Pianos and Player Pianos de Luxe, and dozens of other makes which, because of reduced prices, were then placed within reach of many others than the homes of the exceedingly wealthy.

The sale of player pianos proved so overwhelmingly large that jealous representatives of the so-called player-piano combine managed to secure against Eilers Music House a temporary injunction whereby the latter was made to maintain the hitherto high prices and to prevent Eilers Music House from offering such pianos for less, even though Eilers Music House, by virtue of large sales, could afford to sell them for considerably less and still make a living profit. This injunction was finally dissolved in September. Since this time, by stipulation, Eilers Music House, so as not to disturb con-

ditions in many sections of the United States, has agreed to sell certain makes of instruments, even though brand new, as so-called "second-hand."

It is that in the present exhibition and sale there are numerous fine new instruments for which \$100 and \$1000 and \$1000 is asked elsewhere, which are now marked by Eilers Music House as "second-hand" and priced at most uniformly 25 per cent below the retail prices demanded elsewhere.

Never has Eilers Music House been in position to demonstrate more forcibly and uncontrovertibly its ability to furnish pianos for less money, and a great deal less money, than is asked elsewhere for the same thing.

It is truly remarkable to note the many different styles by the leading player-piano makers that are represented in our new well-known paper-roll and pneumatic principle, and when many openly placed themselves on record as opposed to such innovation.

Eilers Music House, with keen foresight, confidently predicted the successful feasibility of the player-piano idea. Eilers Music House foresaw in its development the widening of musical horizons, all of which has so splendidly been achieved through the player piano, which from wonderfully brought to its present high degree of perfection.

Basic Patents Expire. The expiration of several basic patents on player-piano actions, and the invention and development of numerous vital improvements upon existing types of player pianos have made most important and far-reaching changes in the player-piano field of late. A most admirable and indomitable spirit of progressiveness on the part of several makers, which, in turn, were particularly favored with increased facilities in manufacturing equipment, have produced magnificent results.



The modern player piano is appreciated by every member of the family.

struments were announced by us in June, 1910. Foremost among them was the wonderful Autopiano, which undoubtedly has now attained the foremost position in the player-piano world.

Prominent in our present display are the beautiful player pianos de Luxe. These are the instruments made by the man under whose skillful superintendence the old, famous Weber piano achieved the pinnacle of its perfection and renown. We state without fear of contradiction that these player pianos de Luxe are without question the Nation's finest, most durable, in short, the most nearly perfect high-priced player pianos obtainable at no matter how high a price.

Player piano playable by three methods, namely—by hand, by foot power and by an electric motor device. This shows the player piano on the same quick-sale-profit basis.

Every type of Weber and Steck and Pianola, "in 65-note," in 88-note and "in combination" actions, meaning instruments which play the former range of keyboard (65 notes), or the entire keyboard (88 notes), or the entire keyboard (88 notes), are shown, also the beautiful Kimball player pianos.

See Also Special Announcement Pertaining to the Latest Achievement in Talking Machines Page 7, Sec. 2 of This Issue.

EXCHANGE OF LAND OFFERED STATES

Federal Government Desirous of Keeping Forest Reserves Compact.

LARGE AREAS INVOLVED

Forester Graves Points Out Advantage to Both Sides—Surveyed Lands Will Require Authority of Congress.

OREGONIAN NEWS BUREAU, Washington, Nov. 11.—Henry S. Graves, Chief Forester of the Government, is desirous of entering into agreements with all the Western states whereby the states may relinquish to the Government their scattered school sections in the National forests and make in exchange an equal area of forest reserve lands in compact form. Negotiations to this end are now under way in Idaho, and also in South Dakota, but as yet none of the other states has made application for an exchange.

It has been held by the legal advisers of the Government that state lands within forest reserves may be exchanged if the lands have not been surveyed, but surveyed lands, title to which has formally passed to the states, can only be exchanged by authority of Congress. This authority has not yet been given, though several attempts have been made to pass a bill of this character. In fact, such a bill has twice passed the House of Representatives, but has always been blocked in the Senate by Senator Heyburn, who holds the office of the states have no constitutional right to return to the Government sections 16 and 36, granted them under their respective enabling acts.

Compact Forests Desirable.

In speaking of the proposed exchange, Forester Graves said: "We are desirous of making the National forests as compact as possible, in the interests of good administration. We are ready now to make exchanges with the states of unsurveyed lands and are strongly hopeful that Congress will authorize the exchange of surveyed lands. Such exchanges not only will benefit the Federal Government but the states as well, for it will give the states compact holdings in lieu of scattered and isolated sections, which cannot be readily sold, and which can be administered only with difficulty."

The extent to which the Western states are interested in this proposed exchange may be gathered from the following table. It must be borne in mind that the exact amount of state lands to be included in National forests cannot be determined without a vast amount of clerical labor, but as each state has been granted sections 16 and 36 for school purposes, it is, or was, entitled to one-eighth of each township, and therefore approximately one-eighth of the area of each National forest in that state. On that basis the states named would be entitled to exchange lands as follows, but for the fact that some of the states have already disposed of many of their holdings:

State	Nat'l Forest Area	Approximate State Land
Oregon	1,822,432	227,804
Washington	1,507,240	188,405
Idaho	1,200,000	150,000
Montana	1,274,434	159,304
California	1,748,110	218,514
Utah	1,411,117	176,390

Some Exchanges Already Made.

The figures in the last column are only approximate, and, as stated, indicate the amount of land the states would be entitled to exchange if they had disposed of none of their forest reserve lands in the past. Oregon and California, however, have to date disposed of about 75 per cent of their forest reserve lands by using them as base for lieu selections, and about 50 per cent of the Washington lands have been similarly disposed of according to the Forest Service, while smaller alienations have taken place in other states named. However, such state still has enough lands remaining to warrant the exchange, and the Forest Service stands ready to negotiate whenever a state is ready.

The process will be in such instances to proceed as has been done in Idaho and South Dakota. The states must first apply for the exchange, and then the state and Federal authorities must come together upon terms under which the exchange will be made. There was no difficulty about this in Idaho or South Dakota, and it is presumed there will be no difficulty elsewhere. After the basis of exchange is agreed upon and the agreement signed by the Governor, on the one hand, and the Chief Forester on the other, a representative of the state and a representative of the Forest Service will be appointed to determine the amount of land which can be exchanged and to determine what lands shall be selected by the state in lieu of its relinquishment of scattered areas to the Government.

Fair Exchange Proposed.

The aim of the Forest Service is to give to the state, in compact form, a section of one or more National forests approximating in value the value of the lands turned back to the Government by the state, and land that represents the average character of land which goes back to the Government in exchange. It required more than a year to carry this thing out in South Dakota, and probably the same time will be consumed elsewhere, for usually the representatives of the two governments will find it necessary to inspect most of the National forests in a state, and determine upon lands which the state can use to advantage once they are turned over.

Cheshals School War Waxes. MONTESANO, Wash., Nov. 11.—(Special.)—The war between the County Superintendent of Schools and the County Commissioners of Cheshals County is still on. At their regular

BUSINESS PROPERTY, APARTMENT SITES, BEST WEST SIDE RESIDENCE SITES.

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IF YOU WANT GOOD INVESTMENTS AT LOWEST FIGURES, LET US BUY FOR YOU. WILL GET YOU WHAT YOU WANT. IF YOU HAVE GOOD PROPERTY TO SELL WE HAVE BUYERS FOR IT.

REFERENCES—Hibernia Savings Bank. Bank of California.

PORTLAND ARTISTS LIKED

Washington State College Folk Enjoy Painting and Works of Sculpture.

STATE COLLEGE, Pullman, Wash., Nov. 11.—(Special.)—Portland artists are popular at Pullman this week, their exhibit under the auspices of the college Twenty-first Century Club, containing some 60 original paintings, and many beautiful works of sculpture. This is the second time such an exhibit has been offered at the college, and the present one is perhaps the best which has yet been presented.

Among the Portland exhibitors of which there are 12, are Miss Edna Cranston Breyman, who exhibits "From the Heights," "The Road to the Sea," "Marine," and "Early Evening"; Annie Bell Crocker, presents three paintings, "Child," "Study," and "Hill"; Helen Savier Diamond exhibits "Grassy Hill Farm," "Grassy Hill," "Low Lands," "From Portland Heights."

La Grande Man Slashes Friend. LA GRANDE, Or., Nov. 11.—(Special.)—James Slack is near death as a result of a slashing at the hands of a friend, George Craig, a fellow employe at the sugar factory. Slack is in the hospital and Craig is in jail.

Pianos rented, \$5, \$4 and \$5 per month. Free drainage, Kohler & Co., 215 Washington street.

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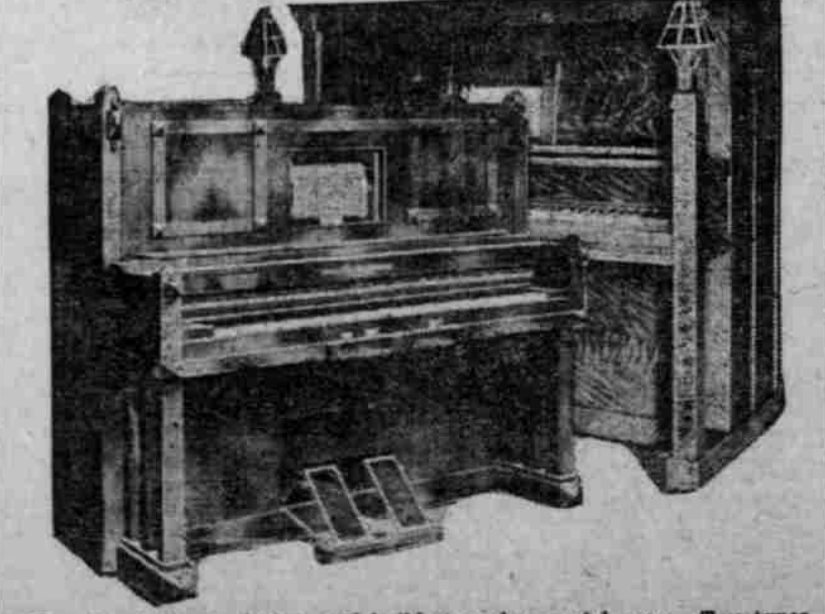


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INSTANT RELIEF FOR THE DEAF

ACCEPT OUR OFFER TODAY If you are deaf or hard of hearing, do not despair. Write today and get our Electrophone on 30 Days TRIAL. It is a new but powerful electrical hearing device. This wonderful little instrument, perfected by our Electrophone Co. and used by the deaf people can hear the faintest sound and enjoy all pleasures of speech of ordinary conversation. It gradually restores the natural hearing carried in the clothing and saves both time and money.

Stolz Electrophone Co. Dept. A 120 Lumbermen Bldg., Dept. A, Portland, Or.



Eilers Music House designs and builds to order special cases. Two types of true mission architecture are shown here.