

Selling Out Our Fourth Street Store

Goodyear Shoe People to Occupy Large Portion of Main Floor on Fourth Street. Balance of Space Also for Rent

Finest pianos, player pianos, grands, music rolls, piano benches, cabinets, sheet music, band and other musical instruments, office furniture and fixtures in the greatest and quickest closing-out sale ever made. Nearly 100 latest improved modern talking machines also included at genuine price reductions.

Everything in the great establishment, formerly Graves Music Company, to be sold out where it stands within fifteen days. Most astounding low prices and easiest terms of payment on everything musical.

This great sale will not last many days, so take advantage of it at once. The low prices, the easy terms and all other conditions are in your favor.

Selling Out Player Pianos

Eilers Music House has been the recognized headquarters for the finest and best makes of player pianos, including the genuine Autopiano player pianos. The player pianos de luxe—Chickering, Decker, Lester, Kimball and Hazelton highest grade player pianos; all now priced almost unbelievably low for quick sale. Numerous 88-note player pianos and self-playing electric pianos (fine for dancing) now only \$195, \$185; several at only \$169 each. Same terms as regular uprights.

Including Krell auto grands, Autopiano player pianos, Smith & Barnes player pianos, Lester player pianos, Schubert player pianos, Kimball player pianos, Steck pianola player pianos, De Luxe player pianos, Weber pianola player pianos, Standard player pianos, the famous Bungalow player piano, etc. All priced less than half actual retail value. Note easy terms now.

See the Upright Pianos for \$78.00
Their good quality will surprise you. The player piano we are now offering for \$195 is a beauty and is in perfect condition.

UKULELES

Ukuleles, the best makes, for which this house has been deservedly famous; likewise steel guitars, banjos and banjoes, mandolins, violins of all kinds, for artists and amateurs; violists' supplies, bass drums and snare drums, tympani, harmonicas, flutes, brass instruments of every kind and description, organs for the home, the school, the chapel, everything at genuine reductions and on terms of payment within reach of any reasonable buyer.

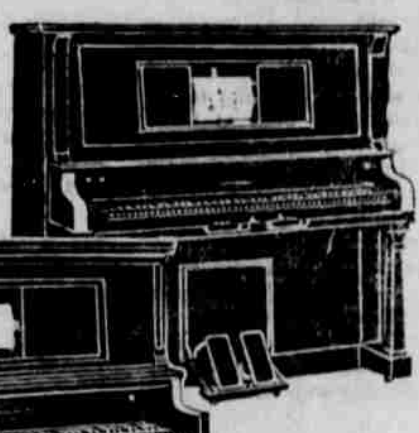
In this sale are nearly a hundred of the most exquisitely made \$250, \$200, \$150, \$175 Phonographs, latest improved machines and for the first time in our history we are offering them at a definite discount of 22 per cent; the \$100 machine is \$78; all others proportionately reduced. Terms, 12 months' time.



NOTE THESE CUT PRICES

We shall sell playable used pianos here now for as little as \$19, and there are many for only \$23. We offer elegant new \$700 player pianos for less than \$300; numerous \$600 styles for only \$235; all on easiest imaginable terms. Any home can afford to have one. We have now latest new pianos, warranted makes, for only \$137, \$115 and \$96. And many of the most expensive internationally famous \$1000 and \$1150 player pianos are reduced far below the actual cost of making them.

Prices can never be lower than now. Rows of pianos and player pianos, and many grands at less than they cost us. We have done all within our power in the matter of price slashing, and go still further by arranging terms of payment more liberal than ever heretofore.



The finest player pianos sacrificed for quick sale

This great business, the largest of its kind, has been built up by strictly adhering to the principles of fair dealing; by doing everything to make each customer not only a satisfied customer, but a friend of the institution. Every transaction, great or small, in this closing out sale will be conducted in exactly the same spirit. The Edison Phonograph, the Victrola, the Grafonola, Gibson Mandolin and Martin Guitars are sold under price maintenance contracts and will not be offered in the sale at a discount, but everything else has been price ticketed so low that we unhesitatingly say such opportunity will never come again.



Renting the big Eilers' warehouse on Pettygrove and Fourteenth and Fifteenth Streets for wool storage and leasing the main portion of the first and mezzanine floors on Fourth Street, as above stated, is the combination of circumstances which forces this sale.



Special Easy Terms Bring \$5.00
Make a deposit of merely \$5 on any Piano or Player-Piano, then arrange for as much as 36 months in which to pay the balance, but all instruments sale priced under \$50 must be paid at least half cash.

No sane man would undertake to sell so great and varied stock, five floors full, at regular price. It could not be done. It would be a ridiculous waste of effort and money. We know that nothing less than the most unrelenting reduction in price will dispose of this stock, and we have therefore literally slaughtered prices without mercy.
Extra Saving for More Cash Down.
Extra Inducement for Shortening the Time. OPEN EVERY EVENING

Closing Out
Piano Stools, Piano Benches. We now close out Piano Benches, \$4.15 and \$5.35 for 12 models. Less expensive models \$2.69. Piano Stools \$3.95, others \$5.00, some \$5.00.



None of the pianos and player pianos in this sale will be sold to dealers and private house sharks; we wish our friends to have every benefit in this never-to-occur-again opportunity.

Every instrument fully warranted and guaranteed to be as represented or money refunded without question or argument. Could anything be fairer?
You are given the choice of the finest Pianos, Player-Pianos and all other instruments in the world. You are given most liberal conditions of sale, as low as \$5 down on any Piano—and you are given the longest possible time to meet the payments.

EILER'S MUSIC HOUSE
The Largest and Leading Music House
Store Open Evenings. Two Entrances—151 Fourth near Morrison; 258 Morrison, Near Fourth

THE EILERS POLICY—Within one year's time you may exchange the Piano or Player-Piano you purchase for any other Piano or Player-Piano of equal or greater value on our floors, and all payments made on first instrument will be credited in full against the second.

We Have Extra Salesmen and Everything is Ready for the Big Rush
We give you a Bench and 12 rolls of Music FREE with each Player-Piano or a Stool with every Piano. We allow railroad fare to any purchaser of any new instrument ranging in price from \$100 upward and freight prepaid within 100 miles of Portland.