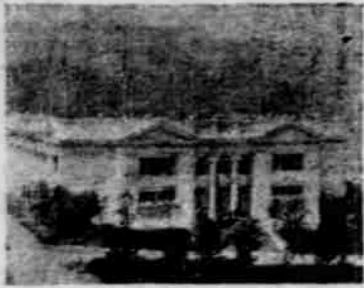


# We Certainly Have Captured the Fair



**WASHINGTON BUILDING.**  
Conover Grand and Mason & Hamlin Upright, Style E.  
Specially selected for use in this building.



KNABE GRAND.

Our Instruments Supply the Music for the Multitudes in Attendance at the Great Exposition.

The management selected one of our Everett Grands and one of our Compensating Pipe Organs for its Festival Hall; a Mason & Hamlin Grand and a Conover Upright for the Oregon Building; a Conover Grand and Mason & Hamlin Upright for the Washington Building; a Conover Upright for the Idaho Building; a Mason & Hamlin Upright in the New York Building; a Conover Upright in the Coos County Building; a Kingsbury Upright in the North Dakota Building; a Compensating Pipe Organ in the Forestry Building; a Conover Upright in the Masonic Building; a Conover Upright in the Missouri Building; a Conover Upright in the Utah Building; a Conover Upright in the Maine Building, and a Conover Upright in the Fraternal Building. THESE SELECTIONS TELL THE STORY OF WHO HANDLES THE POPULAR PIANOS AND THE MOST POPULAR ORGANS IN THE CITY OF PORTLAND. IT establishes beyond cavil or shadow of doubt that the



FISCHER GRAND.



**OREGON BUILDING.**  
Mason & Hamlin Grand and Conover Upright, Style Z.  
Officially selected for use in this building.

## ALLEN & GILBERT-RAMAKER CO.'S

Pianos and Organs are those selected by the experts when it is desired to produce a quality of music that not only enchants the ear but charms the heart as well. Recollect that WHEN YOU ARE LISTENING TO GREAT MUSIC AT THE EXPOSITION YOU ARE LISTENING TO AN ALLEN & GILBERT-RAMAKER CO.'S PIANO—OR AN ALLEN & GILBERT-RAMAKER CO.'S ORGAN—manufactured at one or another of the greatest Piano or Organ Manufactories of the world. And when the renowned musicians of North America, and those of foreign lands visiting our country, are seeking that which represents the perfection of excellence in musical instruments, they will be found inquiring for either a

KNABE  
EVERETT  
FISCHER  
HARDMAN  
PACKARD

VOSE  
LUDWIG  
CONOVER  
MASON & HAMLIN  
SMITH & BARNES

CABLE  
HAMILTON  
KINGSBURY  
WILLARD  
Or WELLINGTON PIANO

Or An ESTEY  
PACKARD  
Or  
CHICAGO  
COTTAGE ORGAN



**NEW YORK BUILDING.**  
Mason & Hamlin Upright, Style E.  
Selected for this building.



**FRATERNAL BUILDING.**  
Conover Upright, Style Z.  
Attracts attention from all visitors.



**UTAH BUILDING.**  
Conover Upright, Style M.  
Gladdens the hearts of visitors here.



**FORESTRY BUILDING.**  
Compensating Pipe Organ.  
Recitals each day from 2:30 to 3:30 P. M.



**IDAHO BUILDING.**  
Conover Upright, Style M.  
Selected specially for this building.



**MASONIC BUILDING.**  
Conover Upright, Style R.  
Has its admirers from the many visitors here.



ALLEN & GILBERT-RAMAKER CO.'S EXHIBIT, MANUFACTURERS BUILDING, LEWIS AND CLARK EXPOSITION, SHOWING EVERETT, FISCHER PACKARD AND CONOVER PIANOS.  
The Only Piano Exhibit at the Fair.

THE FOREMOST PERFORMERS OF THE UNIVERSE MAKE THEIR SELECTIONS FROM THIS COMPREHENSIVE GALAXY OF THE MATURED SKILL OF THE LARGEST MANUFACTORIES OF PIANOS AND ORGANS ON THIS BROAD CONTINENT, AND

## The ALLEN & GILBERT-RAMAKER CO.

Are proud of the distinguished honor of representing these famous institutions on the Pacific Coast. It is, in fact, a satisfaction we cannot conceal, and the pleasure the Fair management has afforded us in selecting our Pianos and Organs for the enjoyment and entertainment of the multitudes attending the Lewis and Clark Exposition entails a delight that shall live with us throughout all our days. In truth, this recognition BRUSHES ASIDE ALL DOUBT OF OUR RIGHT TO PRESENT OUR INSTRUMENTS TO THE PUBLIC AS THE EMBODIMENT OF ALL THAT IS SUPERIOR in the way of producing music in its most exalted strains. It settles the question forever, and once for all, in this broad Western region, that to procure the best that's to be had in Pianos and Organs, our house must be consulted.

### HAVE YOU SEEN OUR NEW SYSTEM \$1500 SYMPHONIC UPRIGHT CONOVER GRAND?

The first to be placed on exhibition in the West. We have one at our booth in the Manufacturers Building at the Fair and another in our stores at Sixth and Morrison. Thousands of persons, musicians and others, gaze in wonderment at this unparalleled beauty. The public is invited to visit our booth or our store and inspect its elegance.



**MISSOURI BUILDING.**  
Conover Upright, Style W.  
Don't have to "show me." Its tone is sufficient.



**NORTH DAKOTA BUILDING.**  
Kingsbury Upright, Style K.  
Furnishes the music for this attractive display.



**COOS COUNTY BUILDING.**  
Conover Upright, Style M.  
In keeping with this beautiful building.



**FESTIVAL HALL.**  
Everett Grand and Compensating Pipe Organ.  
Officially selected by Fair management for all musical events.



COMPENSATING PIPE ORGAN.

### OUR COMPENSATING PIPE ORGANS

Are small in price as compared with the ordinary Pipe Organ. Musicians and even competing manufacturers extol these instruments. W. Caven Barron, the eminent Principal of the London Conservatory of Music, pays one of these Organs the compliment of declaring that "I would much rather have it for Church use than a Pipe Organ of twice its cost." One of these Organs may be heard every day in Festival Hall and Forestry Building at the Exposition.

### Visitors to the Fair Are Invited to Visit Us

Our spacious Store is at Sixth and Morrison, diagonally across the street from the Hotel Portland, opposite the Postoffice and likewise opposite the Marquam Grand Theater. We are in the heart of the business district, and we represent the brightest gems that have yet been invented in the Piano and Organ world.

### INDUCEMENTS TO PROSPECTIVE PURCHASERS

During the Exposition we are making a substantial reduction on all Pianos, in order to place a large number throughout the Northwest Territory. In this sale you will save the agent's profit and will find Pianos ranging in price from \$200 up, and all sold on our easy-payment plan which is so popular with the people.



AUTO-ELECTRIC PIANO.

# ALLEN & GILBERT-RAMAKER CO.

Portland, Cor. Sixth and Morrison

Tacoma, 1111 C St.

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