Bourne-Chamberlain Machine Ignores Whole Ticket Except West.

TREATED AS GOATS, PLAINT
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## Great Oaks From

 Little Acorns GrowHow Modern Merchandising Methods Applied to the Western Music Trade Succeed Is Forcibly Illustrated Here

elling Why It's Done
There appeared in yes-
terday's paper a Prize
Rebus Contest, in which
nearly $\$ 10,000$ is to be given to the people of this
vicinity as Kn advertise ment. We all know that
no house can give away large proportion of it thrive, but a certain
amount of $g r a t u i t o u$ work and giving is admit ers to be the most progressive and yet th keeping in touch with th
people. In fact, this pla people. In fact, this plan
is carried into many en found the most effective It would hardly seem profitable to to give away pianos, but in this manner benefit of the expendi ture and a pleased customer is always the best advertisement. These contests are required by the Federal Postal Laws to
lines, hence one can always depend upon the statements and promises made in th advertisement.
Eilers Music House has given away dozens of very expensive instruments and in this manner has built up the largest piano business in the world. If you hav
no muiscal instrument in your home, look up yesterday's paper and try to solv no muiscal instrument in your home, the Rebus. Eilers Music House-Biggest, Busiest, Best.


## 敷竞

SUPPLIES GO TO ALASKA $=5$ NO OYPEPSIA, INDIESSTION, GAS
OR ANY OTHER STOMACH IISTRESS


