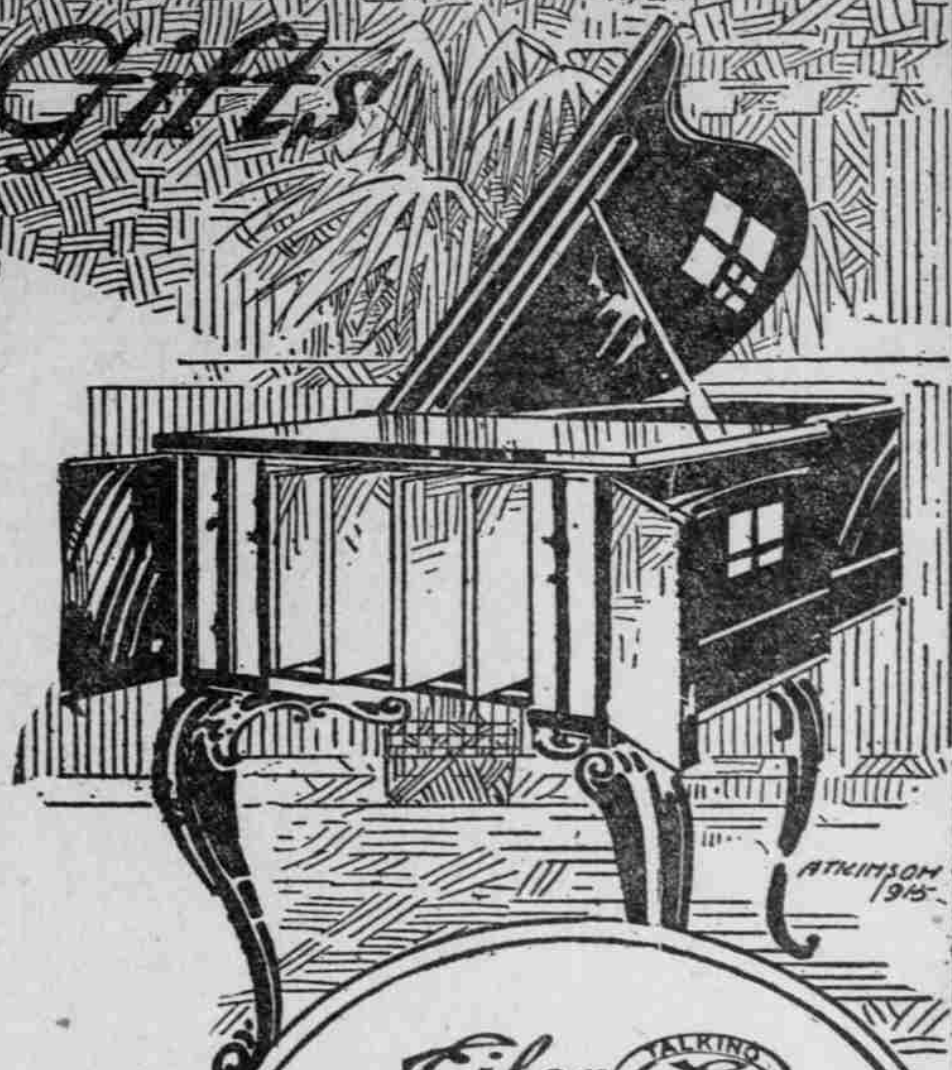


The Christmas Gift of All Gifts A Talking Machine

IT brings to mansion and to modest home alike the supreme joy of music. It makes no difference if the wind DOES howl and the sleet "pat-pats" against the window panes these long, cold Winter nights. A Talking Machine assures you that the evening hours will fly with speed and pleasantness.

For, around your own warm fireside with family or with friends—makes no difference where or when—you can bring forth instantly for your enjoyment the master artists of the age. The most alluring singers, bands and orchestras of first renown, funniest comedians—you'll find them all awaiting to obey your every wish, no matter whether momentary whim may call for classic or the latest rag.

Without question, the Christmas Gift of ALL Gifts is the Talking Machine. It's a gift a man's wife will most appreciate; it's an educative and most welcome gift for children; it's the gift ideal for one good friend to present to another. And it's a Christmas present that no one may hesitate to buy, for very easy terms of payment may be had—any of the houses in this announcement will be glad to explain.



Eilers TALKING MACHINE
TWO STORES IN PORTLAND
PHONOGRAPH HEADQUARTERS

It pays to deal at headquarters. Agencies having but one make and a few records to choose from do not offer opportunity for adequate comparison. Every model, every size, every finish may be compared at Eilers Music Houses.

The Eilers Houses—two stores—Broadway at Alder or Morrison at Fourth—are undisputed phonograph headquarters. Everything to be obtained anywhere is here, and also much that is not obtainable anywhere else.

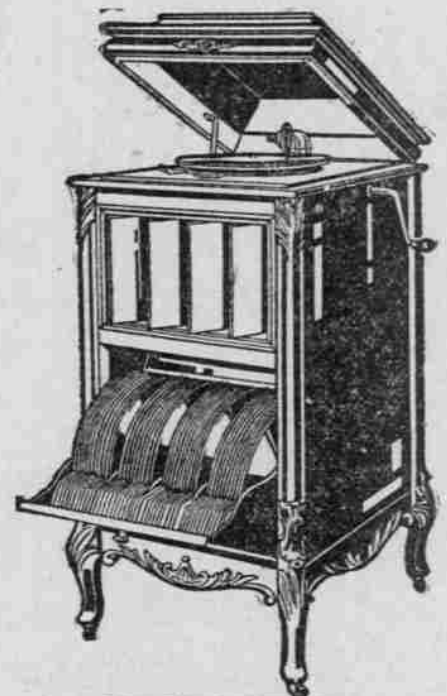
The Eilers stores are unquestionably in better position to take care of every phonograph or other musical demand than any other institution. Inquire, investigate and decide—now.

Mail us a postcard and we will send Illustrated Catalogues; will also ship Talking Machines and Records on Free Trial. Merely Address Eilers, Portland.

Why Not?
A Grafonola for Christmas

Terms—
50c Weekly
No Interest

Schwan Piano Co.
The House That Charges No Interest
111 FOURTH STREET



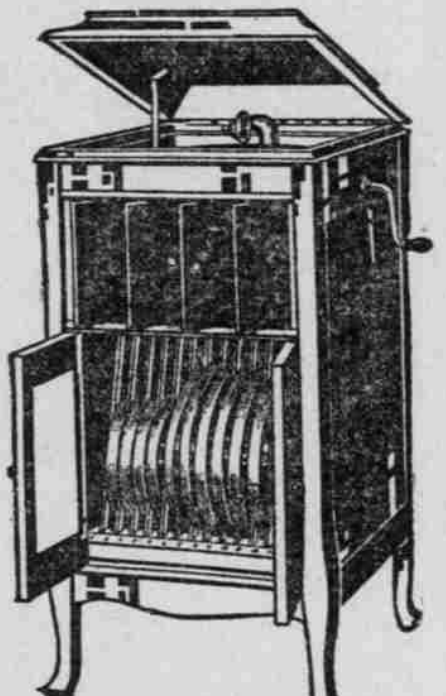
The Columbia Grafonola

You may fill your home with music on Christmas day! Read and take advantage of this special Christmas offer:

Leader Grafonola
in oak, mahogany or satin walnut case, 20 Columbia Selections, 300 Needles—

\$81.50
Only \$5 Down—\$5 a Month

We can supply you with any Columbia Record. New Records Received Every Month.



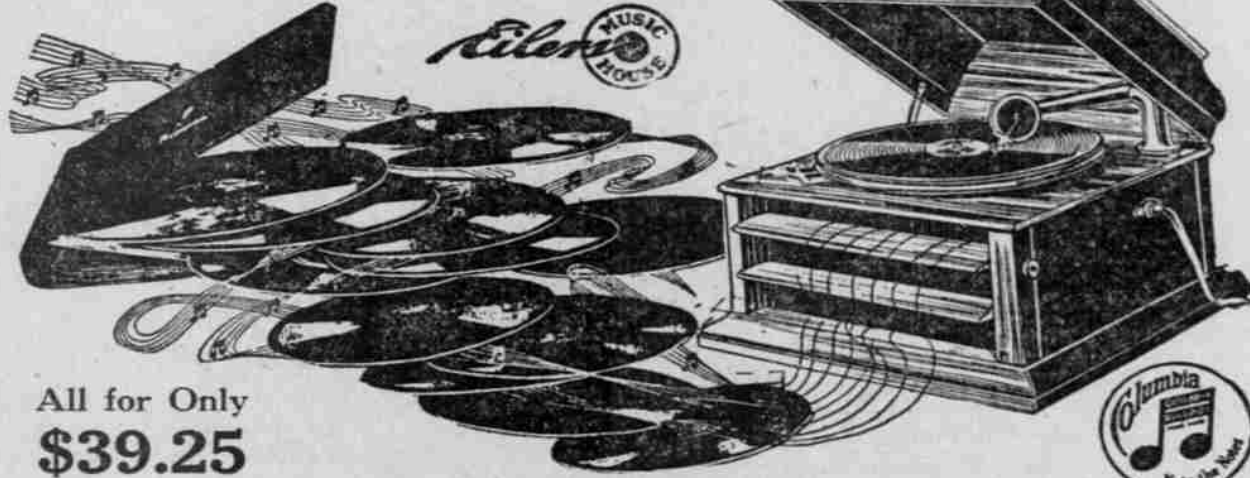
Henry Jennings & Sons

The Home of Good Furniture Washington at Fifth Street

Still Another Irresistible Offer Specially Interesting to All Music Lovers

We now supply this latest model Grafonola, including all of the following accessories, namely: Needles for a thousand concerts, record album, record cleaning brush, oil can, but only 17 titles of the Xmas Record collection, as advertised, and also the one free demonstration record.

Elegant, Big-Toned, Equal in volume to our great \$59.60 offer last year. Now on sale at both stores of



All for Only **\$39.25**

Positively superior in tone quality, volume, design and finish to our great \$59.60 offer of last year.

All now to be had, everything complete, delivered free, on easy payments, even if only as little as \$1.00 a week.

Two Great Music Houses—
Morrison at Fourth
Broadway at Alder

Two Superb
Main Floor Talking
Machine Salesrooms



NOW CONSOLIDATED WITH GRAVES MUSIC CO. Phonograph Headquarters

LISTEN

The Columbia Grafonola is the "gift supreme"—a gift around which more dreams are woven, which brings more pleasure day after day to all the family. There is no gift like it, none that can give a more lasting joy.

Columbia Grafonolas range in price from \$15 to \$350.



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BUSH & LANE PIANO CO.

WHOLESALE Manufacturers RETAIL
PORTLAND STORE—433-435 WASHINGTON STREET, CORNER TWELFTH



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Remember
Our Grafonola Stock Is Complete
You can see the least expensive. You can see the most expensive.
Buy your Phonograph and what Records you want, don't be misled by bargain combinations.
Our Price is the Lowest.
REED-FRENCH PIANO MANUFACTURING CO.
Twelfth at Stark