SALEM CLOSES SHOP TO SEE STATE FAIR

Third Day's Attendance Breaks State Records.

HORSE SHOW REPEATED

Salem Elks to Be Host Today to Large Delegation of Lodgemen From Portland.

AWARDS FOR EXCELLENCE GIVEN COUNTY EXHIBITS.

First district—Coos, first; Lincoln, second; Clatsop, third; Tillamook, fourth.

Second district — Clackamas, first; Benton, second; Multnomah, third; Lane, fourth; Washington, fifth.

Third district—Morrow, first; Union, second; Malheur, third; Sherman, fourth.

SALEM, Or., Sept. 24.—(Special.)—Salem closed shop today and went to the state fair en masse. Late tonight when the last of the tired thousands had left the grounds and the army of auditing clerks had partly finished tabulating the receipts, officials announced that there was no doubt but that the third day's attendance at this year's fair had shattered all records in the history of the Oregon state fair. Officials said they believed the attendance tomorrow will be even larger.

As early as 8 o'clock this morning the roads leading to the fair grounds were congested with automobiles, while 40 or more street cars operating on a ten-minute schedule were crowded. Southern Pacific trains carried their quota of visitors to the fair gates.

Livestock Judging Resumed.

Judging of livestock was resumed in the pavilions at 9 o'clock followed by a concert by Tommasino's Italian band two hours later. Thousands of morning visitors viewed the exhibits, which fill all available floor space in the several pavilions.

More than an hour before the time set for the races several thousand persons lined up in front of the grandstand and at 2 o'clock every available seat in the structure had been sold and standing room was at a premium. Thousands of persons stood along the outer fence of the race track, while in the center of the field opposite the grandstand were parked hundreds of automobiles.

Starter McNair, who has been in the judges' stand at the Oregon state fair for many years, was in a jovial mood and between scoring the drivers for their shortcomings and holding the peanut vendors back he kept the crowd in the high spirits. Immediately following the racing card Tommasino's band gave a second concert in the new livestock stadium. This was followed by a fire drill conducted by Chief Thomas Graham's picked company of firemen. This was one of the thrilling events on today's programme and included leaps from high buildings to the ground and other feats of equal daring.

Horses Shown Again.

The horse show tonight was repeated in the presence of a crowd even larger than witnessed the performance last night, and it was pronounced one of the outstanding events in connection with the fair. In the audience were many women attired in evening gowns, while the suits of the riders and drivers added color to the occasion. In the language of a man experienced in staging horse shows the performance given in the stadium tonight compared well with those held in Madison Square Garden, New York, and other fashionable centers of the east and middle western states.

While thousands of persons played on the "trail," visited shows and frolicked in the open, the members of the Oregon Purebred Livestock association held their annual business meeting in the agricultural auditorium. Addresses were delivered by Harry Jenkins of Downers Grove, Ill.; Dwight Putnam of Tecumseh, Neb.; C. E. Howell of Pullman, Wash., and John L. Smith of Spokane.

The evening concert by Tommasino's band was featured by a vocal solo by Paul Petrie, dramatic tenor soloist of Portland, and a violin solo by Miss Elizabeth Levy of Salem.

Government Exhibits Attract.

Probably one of the most interesting exhibits of the entire fair is that of the government with the agricultural, war, navy, commerce, interior and labor departments co-operating. This display occupied nearly 8000 square feet of floor space. The trophies in the exhibition were captured from the Germans.

Visitors compared the German equipment with that used by the American fighters.

Because of the unusually large number of exhibits in the educational and boys' and girls' industrial club sections of the fair it is not likely that these awards will be announced before Friday.

Salem Cherrians, dressed in white uniforms, played an important part in the success of today's programme, as did a delegation of Royal Rosarians who arrived from Portland early this morning.

Tomorrow is Elks' day. Special trains will be run from Portland and thousands of Elks from other sections of the state will come. Besides the usual afternoon races, entertainment afforded by the various concessions, band concerts and humorous stunts, there will be the demobilization of the Salem Elks' service flag.

This part of the programme is in charge of John W. Todd, chairman, and Dan F. Langenberg, musical director. Of the 94 members of the Salem Elks lodge serving in France, Dr. William L. Miller and A. P. Howe lost their lives on the fighting front.

It was announced late today that tomorrow's festivities will start with an automobile parade in the business district immediately following the arrival of the special trains carrying the Portland Elks.

The Salem Elks club rooms will serve as headquarters for the visiting "Bils" and their wives, and a luncheon will be given in honor of the lodgemen at 10 o'clock in the morning. Before noon the visitors will be taken to the fair grounds.

THE DALLES THIEF DARING

"I'll Kill You," Is Threat After Robbing Home.

THE DALLES, Or., Sept. 24.—(Special.)—"I am the thief who stole the money from your house and if you dare to say a word about it I'll kill you."

These were the words of a daring and mysterious daylight robber, who yesterday entered the home of C. C. Canter of this city and made way with a pocketbook containing $12 which had been left on the sewing machine at the residence. The loss was quickly discovered by Miss Irene Farmar, a boarder at the Canter home. Miss Farmar rushed to the door in time to see the thief in front of a neighboring woodshed. She hurried over to the fellow and accosted him, receiving the flamboyant reply

No further attempt was made by the young woman to apprehend the robber. He was described as middle-aged, medium-sized, attired in a gray suit and wearing a brown mustache. No violence was attempted by the thief. Although the city has been scoured diligently for the cool and audacious intruder, no clew has yet been found by local police authorities.

PROPERTY OWNERS LOSE

COUNCIL DECLINES TO RESCIND PAVING AWARD.

Protest Urging Improvement by Municipal Plant Fails When Damages Are Suggested.

Effort of property owners in the Woodward avenue improvement district to have the city council rescind the awarding of a contract for the improvement of streets within district failed yesterday, when City Attorney LaRoche advised the council that the city would be liable for damages if the suggested action was taken.

The improvement district includes all streets from East Twenty-first street and from Tibbets to Tigard street. Last week the cty council passed an ordinance awarding the contract for the work to the Warren Construction company after overruling remonstrances which were said to represent only 41 per cent of the property owners in the district.

Following the award of the contract a letter was dispatched to the contractors by City Commissioner Barbur instructing the contractors to proceed with the work in order that the job might be completed before the winter rains began. As a result of this letter the contractor moved equipment to the district and began the preliminary work.

Yesterday property owners appeared before the council and said that they were anxious to have the municipal paving repair plant do the work. It was said that 70 per cent of the property owners desired the former action of the city council rescinded.

WATER RATE FIGHT NEAR

Roseburg Will Resist Proposal to Double Charges.

ROSEBURG, Or., Sept. 24. — (Special.)—Preparing to fight against increased rates for any of the local public utilities, the city council met Monday night to discuss with legal advisers the legal battle to be staged soon between the city of Roseburg and the Douglas County Light & Water company.

An application to double water rates was recently presented by the company to the public service commission and the hearing will probably be held early next month, although the date has not definitely been set.

The city has retained four atorneys and stands ready to appropriate several thousand dollars to pay expenses of the expected fight.

FLYING ORDERS RECEIVED

Western Department Air Service Head Visits Forest Patrol Scout.

ROSEBURG, Or., Sept. 24.—(Special.)—Colonel H. H. Arnold, commanding officer of the western department air service, stopped in this city for a short time yesterday to deliver to Major Albert Smith final instructions for the flight to make map routes and plans for an extensive system of forest patrol which is to cover the timbered areas of five states of the northwest next year. Colonel Arnold was on his way back to Sacramento after inspecting landing fields in the northwest.

Major Smith was advised by Colonel Arnold that an effort is being made to secure a large number of planes for aerial patrol of forests.

DAM SUPPLIES CARED FOR

Fish Warden Reports Little Damage at Umpqua Hatchery.

ROSEBURG, Or., Sept. 24.—(Special.)—After investigating the report that materials for the construction of a dam and other improvements at the North Umpqua hatchery had been left exposed and allowed to deteriorate, R. E. Clanton, state fish warden, returned Tuesday morning to Salem, stating he had found nearly all of the lumber and metal materials under shelter and that those exposed had not been seriously damaged. He ordered the superintendent of the hatchery to care for the exposed lumber until it is needed. He states that he expects work on the dam to start soon.

PHILOMATH OPENS 30TH

College Starts 53d Year With an Increased Enrollment.

PHILOMATH, Or., Sept. 24.—(Special.)—The 53d year of Philomath college will open Tuesday, September 30, at 10 A. M. Rev. D. J. Ferguson will deliver the address. The enrollment will be greatly increased and will include students from Montana, Idaho, California, Philippine Islands, Washington, Oregon and Nebraska.

The Oregon conference of the United Brethren church indorsed the present campaign for additional endowment and the raising of $6000 for a new gymnasium.

Miner's Injury Proves Fatal.

CENTRALIA, Wash., Sept. 24.—(Special.)—The death of Fred Rehrbaum, a Mendota coal miner, who was injured a few days ago when he was struck by a huge rock, occurred Sunday in a Centralia hospital after an operation had been performed in an effort to save his life. Rehrbaum was 45 years of age and had been in the employ of the mining company for many years. His widow and three children survive.

Read The Oregonian classified ads.

BON-OPTO

Sharpens Vision

Soothes and heals the eyes and strengthens eyesight quickly, relieves inflammation in eyes and lids; sharpens vision and makes glasses unnecessary in many instances, says Doctor. Druggists refund your money if it fails.

AMERICANS QUOTED TO BOOST HUN GAME

Hearst and La Follette Are Referred to in Speeches.

BERLIN BITTER AT U. S.

Correspondent Relates Incidents of Meeting Held With Kuno Meyer Presiding Officer.

BY MARGUERITE HARRISON.

(Staff Correspondent Baltimore Sun.)

When I saw De Valera in Baltimore not long ago, with Irish flags flying, and escorted by several hundred Baltimoreans, many of them still in khaki, I couldn't help remembering when I had last seen the Irish flag. It was in Berlin, at a meeting at the Hotel Adlon, where it hung over the speakers' platform side by side with the German colors, red, white and black. The presiding officer was Dr. Kuno Meyer, and the chief speaker was George Chatterton Hill, one of the organizers of the Casement expedition to Ireland, which, as everyone knows, was financed by German gold. The other orators of the occasion were Dr. Mansur Rifat, a member of the Egyptian national committee in Berlin, and Dr. Chempakaram Pillai, a representative of the Indian national party. They laid out Great Britain and America in great style amid wild applause from the audience, which was largely composed of high German general staff officers and their families. The following quotation from one of the speeches will give an idea of the general tone of the meeting:

"History repeats itself, and men profit little from the repetition. The same method as that used against the oppressed nationalities under British rule are now being employed against the Germans by the English and their cousin, Mr. Wilson, of whom I would only like to observe that there should be a 15th point added to his 14, to read—'only to be used during the war, and as long as Germany is in a position to offer resistance to her enemies.'"

Americans Are Quoted.

Americans were made to furnish most of the propaganda material for the pamphlets distributed at the door. One was a translation of William Jennings Bryan's "English Rule in India." Another was "American Opinions on India," in which, among others, William Randolph Hearst and Senator La Follette were extensively quoted. The pamphlets were printed early in 1917, just prior to the discovery of plots for the invasion of India via China, hatched in this country under the direction of Wolf von Igel, formerly attache of the German embassy at Washington. Von Igel was the lineal successor of Von Papen and Boy-Ed in the spy business, and was supposed to have been implicated in the Welland canal plot as well as in a conspiracy to organize the alien enemies in this country for concerted action against the government.

His activities against British India were conducted through a German chemist, Dr. Ernest Sekunna, and Dr. Chandre Chakroberty, a Hindu physician, who operated under the cover of the "Oriental Society," of New York, publishing "The Oriental Review." They were said to have received $60,000 from Dr. Zimmerman, head of the foreign office in the Wilhelmstrasse.

While I was in Berlin I met a number of Egyptians and East Indian agents who were engaged in securing funds to foment disturbances in those countries, and in March I met two bolsheviks from Turkestan who were then leaving Berlin via Russia and who predicted to me the soviet revolution which broke out in that country six weeks later.

British After Trade.

The British were busy not long after the signing of the armistice concocting schemes for the renewal of commercial relations with Germany to their own advantage, but the following letter which by a German merchant in Amsterdam early in January reproduced in facsimile and distributed among business men in Germany illustrates the attitude of many patriotic Britishers toward German merchants. It is from Jackson Brothers, Knottingley, in answer to a letter offering them a machine for the manufacture of bottles:

"Mr. H. G. Scherrer, Amsterdam.—In reply to your letter and circular re the Schiller machine, we beg to say that this is a German machine, and if it made gold instead of botties, we would not touch it. We also add that we shall do all in our power to make this fact known throughout the trade.

"We do not know who you may be, but you cannot be much better than the spawn of hell bred in Germany or you would not try to assist such a nation of fiends.

Travel in Germany all last winter was anything but an agreeable experience. The delivery of 15,000 locomotives to the allies immediately after the armistice temporarily paralyzed transportation facilities. Then all the old, wheezy locomotives that had been laid up in the yards were got out and put to use. The number of trains was cut down to one-fourth and strikes and the coal shortage still further reduced the service. During the spring and winter there were only two trains in Germany that had restaurant or sleeping cars—the so-called "Parliament train" to Weimar and the train operated between Berlin and Spa under the auspices of the armistice commission.

In spite of the difficulties of travel the trains were always crowded. I stood up all the way on a night trip in January from Bremen to Berlin with Gordon Stiles of the Chicago Daily News, the journey which ordinarily takes a little over three hours, lasting from 8:30 at night till 9 the next morning. We stood with our backs propped against the wall in a crowded corridor, without a ray of light and the thermometer near zero, and in the draft from a broken window.

Women Like Husbands.

Later I had many amusing experiences on trips through Germany. One night I had to take the train from Berlin to Danzig. When I arrived at Charlottenburg station half an hour beforehand there was already a dense crowd on the platform that literally stormed the train the minute it pulled in. Men and women fought and pushed; elbows were brought into play and even feet. I particularly admired one man just in front of me, who kicked with a double action, forward and backward. Once in my compartment, where I had a seat only because I had hired two porters, one to carry my bags and another to dive through the window and take possession till I came. I fought all night with a lady Hun, who insisted on going to sleep and falling over on me. I put my typewriter between us, whereupon she called everyone to witness that I had placed a trunk on the seat, and she was only silenced when I reminded her that I and my trunk together did not take up as much room as she did, but she kept awake for the rest of the night for the express purpose of ramming the typewriter into my ribs every few minutes.

He Gets Even.

On my way back from Russian Poland, going from Koenigsburg to Danzig, I was approached by a fellow traveler, a man from Saxony. He scraped an acquaintance during the first stage of the trip, then we had a long tete-a-tete during a wait between trains at a way station, which was continued, much to my annoyance, when we were the sole occupants of a compartmeit on the remainder of the journey. But I had my revenge on arriving at Danzig. It was just 4:30 in the morning and not a single cab or a solitary porter was visible at the station.

"Shall we go to the hotel together, fraulein?" inquired the boche insinuatingly.

"Why, yes," I said, with great enthusiasm, "and you can help me carry my luggage." Thereupon I loaded the Saxon until he looked like a regular pack horse and we set out for the Danziger Hof, which was, though I didn't inform him of the fact, the headquarters of the allied commission, and where I had already engaged a room by telegraph.

It was a long way to the Danziger Hof—the Saxon puffed and panted and changed loads from one hand to another, while I walked blithely in front of him, telling him every five minutes that it was only a little way up the street. Finally we arrived at the hotel and I rang the bell for the night porter.

"The hotel is crowded, gnaedige," returned the porter, "but we got your telegram and fixed you a bed in a bathroom if you will be so good as to accept it."

"And how about a room for me?" demanded the Saxon.

The porter answered with the German equivalent for nothing doing, which is "ausgeschlossen."

"Thank you so much," I said sweetly. A grunt was the only answer, and I had a glimpse of my friend wearily retracing his steps toward the next hotel, which was near the station, at least ten blocks away.

The Easiest Way to End Dandruff

There is one sure way that never fails to remove dandruff completely and that is to dissolve it. This destroys it entirely. To do this, just get about four ounces of plain, ordinary liquid arvon; apply it at night when retiring; use enough to moisten the scalp and rub it in gently with the finger tips.

By morning most, if not all, of your dandruff will be gone, and three or four more applications will completely dissolve and entirely destroy every single sign and trace of it, no matter how much dandruff you may have.

You will find, too, that all itching and digging of the scalp will stop instantly, and your hair will be fluffy, lustrous, glossy, silky and soft, and look and feel a hundred times better.

You can get liquid arvon at any drug store. It is inexpensive, and four ounces is all you will need. This simple remedy has never been known to fail.—Adv.

Nine Hurt When Auto Is Ditched.

COTTAGE GROVE, Or., Sept. 23.—(Special.)—In an automobile accident Saturday evening in which nine young people going to a dance at London were pinned under a heavy car, all received minor bruises except Miss Olive Shortridge, who sustained a dislocated elbow. The accident happened at the first bridge south of the city, where a "frozen" steering gear resulted in the car going into the ditch. It was driven by Mr. Ritchey.

Paulhamus Pays $21,375 for Pears

YAKIMA, Wash., Sept. 24.—(Special.)—W. H. Paulhamus of Puyallup Monday closed the record deal of the season in canning pears. He bought 285 tons of Bartletts from the Congdon orchards for $75 a ton, a total of $21,375. He now is in the market, he announced, for cull apples for the manufacture of apple jelly. The fruit will be shipped to the Puyallup cannery.

Ethel Clayton's Beautiful Complexion

That splendid actress now appearing under the Paramount banner is famous for her beautiful complexion. She attributes her wonderful skin to the use of a simple toilet article called Derwillo. There is nothing like it for tan, freckles, shiny nose, sallow, dark, rough skin. It takes the place of face powder, stays on better, as perspiration does not affect it, and it instantly beautifies the complexion. One application proves it. If you want a nice lily-white skin with rosy cheeks, get a bottle of Derwillo today; you will be delighted. Derwillo is sold at all up-to-date toilet counters. Be sure to read large announcement of Miss Clayton's soon to appear in this paper. It tells how to instantly have a beautiful complexion and a soft, white, velvety skin everyone "just loves to touch."—Adv.

Scratching is dangerous, stop it with **Resinol**

Every time you scratch that itching rash you make it worse. The intense desire to scratch such skin disorders as eczema, humor, nettle rash and like skin ailments, may be instantly relieved when Resinol Ointment is applied to the affected parts.

It is advisable in most cases to thoroughly cleanse the inflamed spot with Resinol Soap and warm water. This accelerates the healing action of the ointment, and consequently quicker and better results are derived.

For sale by all druggists. For free trial write Resinol, Baltimore, Md.

WATCH THE BIG 4

Stomach-Kidneys-Heart-Liver

Keep the vital organs healthy by regularly taking the world's standard remedy for kidney, liver, bladder and uric acid troubles—

GOLD MEDAL HAARLEM OIL CAPSULES

The National Remedy of Holland for centuries and endorsed by Queen Wilhelmina. At all druggists, three sizes.

Look for the name Gold Medal on every box and accept no imitation

The Beauty of The Lily can be yours. Its wonderfully pure, soft, pearly white appearance, free from all blemishes, will be comparable to the perfect beauty of your skin and complexion if you will use

Gouraud's Oriental Cream

Send 10c for Trial Size

FERD. T. HOPKINS & SON, New York

Here Your Dollars Do Double Duty!

To Keep Down the Cost of Living, We Are Doing for Pianos Here

what the government is doing for food now—only we put it specifically—25% lower than the local market prices on new models—and, after scouring the Eastern piano factories the past few months, we have made it possible for you to sidestep the recent advance in prices by securing many carloads of new samples, wholesale stock pianos, discontinued models and used pianos.

CUT OUT THIS PRICE LIST Take it up with dad, husband, son or daughter, determine then and there whether you will pay the advancing prices or take advantage of this last opportunity at lower prices.

Refinished or Used

		Original Local Value	Sale Price
STEINWAY & SONS	Refinished Rosewood, plain fall, 2 pedals... $25 cash, $12 monthly.	$750	$435
HALLET & DAVIS	Rebuilt Ebony, pol'd, plain fall, 2 pedals... $15 cash, $7 monthly.	$450	$195
STARK PIANO CO.	Rebuilt, ivory keys, late model, B'st'n fall $25 cash, $9 monthly.	$400	$295
SINGER PIANO CO.	Discontinued model, pol. case, ivory keys, $25 cash, $11 monthly.	$500	$345
THOMPS'N P'NO CO.	Discontin'd 1916 mod., mahogany, dull ivory, $25 cash, $11 monthly.	$500	$345
STARK PIANO CO.	Retail price on top lid, late model, mah. $25 cash, $9 monthly.	$400	$295
CRAMER PIANO CO.	Rebuilt, 1910 model, dull mah., ivory keys, $15 cash, $8 monthly.	$450	$265
GAYLORD COMP'NY	1910 mod., fancy case, dull mah., ivory keys, $25 cash, $9 monthly.	$425	$290
VOSE & SONS	Rebuilt ebony, dull finish, plain fall.. $15 cash, $8 monthly.	$475	$235
STOREY & CLARK	1910 model, rebuilt fancy case, ivory keys, $25 cash, $8 monthly.	$400	$265

Discontinued, Rebuilt

		Original Local Value	Sale Price
HARDMAN P'NO CO.	Rosewood, refinished, 4 ft. 4 in. high..... $25 cash, $8 monthly.	$450	$265
BUSH & GERTS	1914 mod., dull mah., 4 ft. 8 in. high..... $25 cash, $8.50 month.	$475	$295
CABLE & SONS	1916 mod. mahogany, 4 ft. 9 in. high..... $25 cash, $9 monthly.	$475	$295
STOREY & CLARK	Art style, 1915 model, burl walnut, good..... $25 cash, $9 monthly.	$600	$395
SMITH & BARNES	Refinished, plain, 4 ft. 9 in. high..... $25 cash, $7 monthly.	$375	$245
STARK PIANO CO.	1915 mod., fancy case, price on top lid $550 $25 cash, $10 monthly.	$550	$310
G. C. DIXON	1916 model, good condition ..... $25 cash, $9 monthly.	$375	$285
SINGER PIANO CO.	1918 model oak, good as new ..... $25 cash, $12 monthly.	$625	$435
STEGER & SONS	1918 model fumed oak, good as new..... $30 cash, $14 monthly.	$625	$465
KINGSBURY	Exchange department polished mahogany... $25 cash, $8 monthly.	$410	$265
LELAND UPRIGHT	1917 model, oak, exchange department... $25 cash, $10 monthly.	$423	$285

THE STEGER THE MOST VALUABLE PIANOS IN THE WORLD. In magnificent mahogany, Circassian walnut, fancy American walnut, handsome oaks, fumed, satin, dull finishes and high polishes including cabinet and duet benches.

Wholesale Factory Samples. New, Discontinued Models.	Value	Local Sale Price
Steger in fancy walnut.	$750	$560
Steger in magnificent oak	750	560
Steger in Circassian wal.	750	535
Steger in splendid oak..	750	560
Steger in Flemish oak...	650	485
Steger mission in oak....	625	495
Steger Circassian wal...	850	595
Steger in finest walnut..	750	562
Steger ebonized	625	435
Steger in splendid mah..	625	435
Steger in fancy walnut..	750	525
Steger Circassian walnut	850	595
Steger in fumed oak....	750	545

If you have dreamed of having a first-class piano—today the price you need pay elsewhere for second and third grade cheaper pianos will buy one of these "most valuable pianos in the world."

New 1918 and 1919 Model Pianos	Original Local Value	Sale Price
2 Thompsons in fu. oak..	$475	$290
4 Schroeder Bros., mah.	450	337
2 Thompsons, mah., oak.	450	337
6 Thompsons, mah., wal.	475	356
10 Thompsons, mah., oak.	500	375
9 Thompsons, wal. mah.	550	395
2 Singers, mah. & fu. oak	625	412
2 Steger & Sons, mah., oak	650	487
2 Steger & Sons, fine mah.	750	562

New 1918-1919 Model Grand Pianos.	Original Local Value	Sale Price
2 Steger & Sons, a. mah.	1050	797
1 Steger & Sons, pol. m.	1500	975

New 1918-1919 Model Grand Pianos	Original Local Value	Sale Price
1 Artemis, dull oak, ...	$650	$487
2 Mendenhalls, m., oak..	750	562
2 Thompsons, mah., wal.	900	675
1 Singer in fine mah....	950	712
1 Reed & Sons, fine mah.	900	635
3 Reed & Sons, mah., wal.	1000	750
2 Steger & Sons, m., oak	1150	862

Resale and Used Pianos.	Original Value	Sale Price
Weber, art model, mah...	$750	$235
Davis & Son, fumed oak..	450	290
Steger & Sons, mission...	625	395
Boston Piano Co., oak....	$350	$195
H. Board, small up.....	275	65
Kimball & Co., large oak	500	295
Collard & Coll'd, small up.	250	65
J. P. Hale & Co., ebony...	325	135
Bush & Gertz, large wal..	550	295
Leland, golden oak.....	425	215
Davis & Son, large oak...	475	335
Valley Gem, Flemish oak	450	210
Thompson, dull mah.....	550	335
Davis & Son, fumed oak,	475	315

Terms: $15 or $25 cash, $6, $8, $10 or $12 monthly.

Resale and Used Player-Pianos.	Original Value	Sale Price
Thompson, mah., $8-note	$900	$495
Thompson, 1918 mod., used	900	589
Thompson, handsome wal.	900	595
Peerless, electric player.	750	295

$50 cash, $12, $14 or $18 monthly.

Used Parlor Organs.	Original Value	Sale Price
Clough & Warren organ, 7 st.	$100	$28
Estey & Co. organ, 9 st....	145	38
Chicago Cottage organ, 10 s.	135	38
Pacific Queen organ, 11 st.	150	48
Mason & Hamlin organ, 10 st.	165	50

Terms: $10 cash, $3 to $5 monthly.

TRUTHFUL ADVERTISING PRICE IDENTITY This store satisfies the people through its unprecedented values. Truths fully named. Sincerity is our chief business policy. We tell you now, prices are going higher.

LIBERTY BONDS Why should pianos not have a price identity? Why should market values not be observed? Why should you pay inflated prices? Let us finance your piano purchase, $15 or more cash, $3 or more monthly.

ORDER YOUR PIANO BY MAIL or other securities taken in part or full payment of Pianos or Player-Pianos during this sale. Also, your old Piano, Organ or Talking Machine.

OUT-OF-TOWN BUYERS Read, study and compare our quality, prices and terms, as advertised, and you will learn why we have hundreds of mail-order buyers.

WE PREPAY AND MAKE FREE DELIVERY OF PIANO TO YOUR HOME within 200 miles, and the piano will be shipped subject to exchange within one year, we allowing the full amount paid. This virtually gives you a one-year trial of the piano you order. Every piano or player-piano purchased carries with it the Schwan Piano Co. guarantee of satisfaction, as also the usual guarantee from each manufacturer of these new musical instruments. Open Saturday evenings.

$450 Used $15 Cash $6 Monthly — $210
$425 Value $25 Cash $9 Monthly — $290
$950 Value $50 Cash $18 Monthly — $595
$475 Value $25 Cash $9 Monthly — $315
$475 Used $15 Cash $8 Monthly — $265
$500 Value $25 Cash $12 Monthly — $365
$525 Value $25 Cash $12 Monthly — $395
$750 Value $50 Cash, $14 Monthly. — $485
$750 Used $50 Cash $15 Monthly — $495
$800 Value $50 Cash, $17 Monthly — $562.50

Manufacturers' Coast Distributors, 111 Fourth Street, at Washington.

Schwan Piano Co.

WARRANTED BACKED BY MANY MILLIONS IN CAPITAL

House of Quality

NO PROFITEERING

YOU Have a Limited TIME and MERCHANDISE to BUY at These PRICES, so DON'T WAIT Until the LAST MINUTE to BUY. Big FRIDAY and SATURDAY SPECIAL Every Week. See Windows.

$8.45

Big Girls' Tan Mahogany Lotus Calf, Goodyear welt, 9-inch top, very low heel, just as cut, beautiful college boot, regular $9.50.

Boys' regulation army shoes, soft toe, heavy sole, bellows tongue—a good, solid school shoe—9 to 13½, $3.70; 1 to 2, $3.95; 2½ to 6, $4.45.

$7.45

Ladies' Gunmetal Calf or Vici Kid, Goodyear welt, 9-inch top, military or French leather heel, regular price $9.50.

Men's $12 and $14 Shoes Now $9.85

These prices as a year ago—Russia and Cresco Calf, Vici and Kangaroo Kid, both black and mahogany. The highest price leathers in the market. All lasts and all sizes and widths.

$8.45

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