

A Mighty Movement in Pianodom

THIS STRING OF FREIGHT CARS TELLS THE STORY OF EILERS PIANO HOUSE SUPREMACY

Below are published sketches of sixty-nine carloads, which contained altogether one thousand five hundred and nine instruments, that have been received by Eilers Piano House since January 13th, 1903, or during the past five months. Fifty-one of these cars were received over the O. R. & N., as per Mr. J. B. Glover's statement which appears on this page, and the balance were received over the Northern Pacific and other roads entering this city

| | | | | |
|--|---|--|---|--|
| Loaded With 19 Hobart M. Cable Pianos FOR EILERS PIANO HOUSE, PORTLAND, OR. N. P. No. 7917 | Loaded With 19 Kimball Pianos FOR EILERS PIANO HOUSE, PORTLAND, OR. C. & N. W. No. 5029 | Loaded With 19 Kimball Pianos FOR EILERS PIANO HOUSE, PORTLAND, OR. N. P. No. 7918 | Loaded With 19 Kimball Pianos FOR EILERS PIANO HOUSE, PORTLAND, OR. N. P. No. 8006 | Loaded With 19 Singer Pianos FOR EILERS PIANO HOUSE, PORTLAND, OR. C. & N. W. No. 9000 |
| Loaded With 19 Weber Pianos FOR EILERS PIANO HOUSE, PORTLAND, OR. D. & R. G. No. 11654 | Loaded With 17 Weber Pianos FOR EILERS PIANO HOUSE, PORTLAND, OR. U. P. No. 8324 | Loaded With 17 Weber Pianos FOR EILERS PIANO HOUSE, PORTLAND, OR. V. No. 3220 | Loaded With 18 Jacob Doll Pianos FOR EILERS PIANO HOUSE, PORTLAND, OR. C. & N. W. No. 41216 | Loaded With 19 Kimball Pianos FOR EILERS PIANO HOUSE, PORTLAND, OR. C. & N. W. No. 3144 |
| Loaded With 54 Pacific Queen Organs FOR EILERS PIANO HOUSE, PORTLAND, OR. C. & N. W. No. 4971 | Loaded With 17 Leicht Pianos FOR EILERS PIANO HOUSE, PORTLAND, OR. C. & N. W. No. 5367 | Loaded With 19 Weser Pianos FOR EILERS PIANO HOUSE, PORTLAND, OR. N. P. No. 85208 | Loaded With 19 Kimball Pianos FOR EILERS PIANO HOUSE, PORTLAND, OR. N. P. No. 7690 | Loaded With 15 Weber Pianos FOR EILERS PIANO HOUSE, PORTLAND, OR. C. & N. W. No. 2206 |
| Loaded With 17 Jacob Doll Pianos FOR EILERS PIANO HOUSE, PORTLAND, OR. C. & N. W. No. 4369 | Loaded With 17 Weber Pianos FOR EILERS PIANO HOUSE, PORTLAND, OR. L. V. No. 3225 | Loaded With 18 Kimball Pianos FOR EILERS PIANO HOUSE, PORTLAND, OR. C. & N. W. No. 8312 | Loaded With 19 Kimball Pianos FOR EILERS PIANO HOUSE, PORTLAND, OR. C. & N. W. No. 5238 | Loaded With 17 Chickering & Sons Pianos FOR EILERS PIANO HOUSE, PORTLAND, OR. C. & N. W. No. 10043 |
| Loaded With 19 Weber Orchestrals FOR EILERS PIANO HOUSE, PORTLAND, OR. C. & N. W. No. 4923 | Loaded With 15 Ricca Pianos FOR EILERS PIANO HOUSE, PORTLAND, OR. C. & N. W. No. 4966 | Loaded With 18 Bush & Gerts Pianos FOR EILERS PIANO HOUSE, PORTLAND, OR. O. R. & N. No. 5361 | Loaded With 19 Hobart M. Cable Pianos FOR EILERS PIANO HOUSE, PORTLAND, OR. M. & St. P. No. 4130 | Loaded With 15 Pianolas and Orchestrelles FOR EILERS PIANO HOUSE, PORTLAND, OR. C. & N. W. No. 4183 |
| Loaded With 54 Kimball Organs FOR EILERS PIANO HOUSE, PORTLAND, OR. U. P. No. 5065 | Loaded With 14 Vose & Sons Pianos FOR EILERS PIANO HOUSE, PORTLAND, OR. C. & N. W. No. 2658 | Loaded With 19 Brinkerhoff Pianos FOR EILERS PIANO HOUSE, PORTLAND, OR. 1st Cent. | Loaded With 12 Sherwood Pianos FOR EILERS PIANO HOUSE, PORTLAND, OR. C. & N. W. No. 7894 | Loaded With 38 Burdett Organs FOR EILERS PIANO HOUSE, PORTLAND, OR. U. P. No. 10550 |
| Loaded With 17 Jacob Doll Pianos FOR EILERS PIANO HOUSE, PORTLAND, OR. C. & N. W. No. 4137 | Loaded With 43 Kimball Organs FOR EILERS PIANO HOUSE, PORTLAND, OR. C. & N. W. No. 5725 | Loaded With Pianolas and Aeolians FOR EILERS PIANO HOUSE, PORTLAND, OR. C. M. & St. P. No. 9815 | Loaded With 19 Kimball Pianos FOR EILERS PIANO HOUSE, PORTLAND, OR. C. M. & St. P. No. 4100 | Loaded With 19 Schumann Pianos FOR EILERS PIANO HOUSE, PORTLAND, OR. C. & N. W. No. 5617 |
| Loaded With 14 Marshall Pianos FOR EILERS PIANO HOUSE, PORTLAND, OR. C. & N. W. No. 2764 | Loaded With 18 Hobart M. Cable Pianos FOR EILERS PIANO HOUSE, PORTLAND, OR. M. & St. P. No. 4136 | Loaded With 19 Weber Pianos FOR EILERS PIANO HOUSE, PORTLAND, OR. C. & N. W. No. 7782 | Loaded With 40 Kimball Organs FOR EILERS PIANO HOUSE, PORTLAND, OR. C. & N. W. No. 7870 | Loaded With 19 Haddorf Pianos FOR EILERS PIANO HOUSE, PORTLAND, OR. 1st Cent. No. 21821 |
| Loaded With 18 Leicht Pianos FOR EILERS PIANO HOUSE, PORTLAND, OR. C. & N. W. No. 5022 | Loaded With 15 Haddorf Pianos FOR EILERS PIANO HOUSE, PORTLAND, OR. U. P. No. 2903 | Loaded With 18 Chickering & Sons Pianos FOR EILERS PIANO HOUSE, PORTLAND, OR. C. & N. W. No. 4016 | Loaded With 14 Vose Pianos FOR EILERS PIANO HOUSE, PORTLAND, OR. N. P. No. 8128 | Loaded With 170 Crates Stools FOR EILERS PIANO HOUSE, PORTLAND, OR. M. C. No. 12277 |
| Loaded With 19 Hobart M. Cable Pianos FOR EILERS PIANO HOUSE, PORTLAND, OR. N. P. No. 4910 | Loaded With 19 Hobart M. Cable Pianos FOR EILERS PIANO HOUSE, PORTLAND, OR. M. & St. P. No. 4091 | Loaded With 15 Brinkerhoff Pianos FOR EILERS PIANO HOUSE, PORTLAND, OR. C. & N. W. No. 2281 | Loaded With 40 Pacific Queen Organs FOR EILERS PIANO HOUSE, PORTLAND, OR. C. & N. W. No. 5552 | Loaded With 18 Victor Pianos FOR EILERS PIANO HOUSE, PORTLAND, OR. C. & N. W. No. 5338 |
| Loaded With 16 Chickering Pianos FOR EILERS PIANO HOUSE, PORTLAND, OR. D. & R. G. No. 2182 | Loaded With 19 Kimball Pianos FOR EILERS PIANO HOUSE, PORTLAND, OR. N. P. No. 8005 | Loaded With 18 Bush & Gerts Pianos FOR EILERS PIANO HOUSE, PORTLAND, OR. C. & N. W. No. 5744 | Loaded With 14 Milton Pianos FOR EILERS PIANO HOUSE, PORTLAND, OR. C. & N. W. No. 26122 | Loaded With 13 Pease Pianos FOR EILERS PIANO HOUSE, PORTLAND, OR. C. & N. W. No. 5061 |
| Loaded With 19 Decker & Sons Pianos FOR EILERS PIANO HOUSE, PORTLAND, OR. U. P. No. 9232 | Loaded With 26 Bush & Gerts Pianos FOR EILERS PIANO HOUSE, PORTLAND, OR. U. P. No. 8361 | Loaded With 19 Hobart M. Cable Pianos FOR EILERS PIANO HOUSE, PORTLAND, OR. C. M. & St. P. No. 2412 | Loaded With 17 Weber Pianos FOR EILERS PIANO HOUSE, PORTLAND, OR. C. & N. W. No. 6073 | Loaded With 15 Lester Pianos FOR EILERS PIANO HOUSE, PORTLAND, OR. C. & N. W. No. 15067 |
| Loaded With 19 Haddorf Pianos FOR EILERS PIANO HOUSE, PORTLAND, OR. C. & N. W. No. 5454 | Loaded With 17 Bush & Gerts Pianos FOR EILERS PIANO HOUSE, PORTLAND, OR. C. & N. W. No. 5612 | Loaded With 17 Decker & Son Pianos FOR EILERS PIANO HOUSE, PORTLAND, OR. C. & N. W. No. 6245 | Loaded With 47 Kimball Organs FOR EILERS PIANO HOUSE, PORTLAND, OR. C. & N. W. No. 562 | Loaded With Pianolas and Orchestrelles FOR EILERS PIANO HOUSE, PORTLAND, OR. C. & N. W. No. 5005 |
| Loaded With 19 Kimball Pianos FOR EILERS PIANO HOUSE, PORTLAND, OR. C. & N. W. No. 5554 | Loaded With 23 Kimball Pianos FOR EILERS PIANO HOUSE, PORTLAND, OR. C. & N. W. No. 602 | Loaded With 14 Vose Pianos FOR EILERS PIANO HOUSE, PORTLAND, OR. C. & N. W. No. 10135 | Loaded With 40 Pacific Queen Organs FOR EILERS PIANO HOUSE, PORTLAND, OR. C. & N. W. No. 762 | |

No Mistake About It

A Letter from Mr. Glover, L. F. A.,
O. R. & N. Co.

PORTLAND, Or., June 19th, 1903.
Eilers Piano House, Portland, Or.:
Gentlemen:—This is to certify that cars bearing the following numbers containing pianos and organs have been received at this station and delivered to you here during the past five months:

No. 885, 22,058, 5741, 41,357, 22,284, 50,147,
10,325, 69,245, 5765, 41,358, 22,122, 7732, 40,140,
10,027, 56,038, 57,858, 51,858, 60,000, 49,603, 81,077,
49,7, 41,239, 44,283, 11,684, 22,285, 10,962, 10,655,
55,981, 61,282, 41,357, 67,454, 6512, 15,989, 41,319,
76,701, 1461, 31,565, 5620, 7402, 32,232, 24,582, 3225,
820, 886, 6354, 85,174, 22,021, 35,206, 21,921, 5998,
12,064, 12,257. Yours very truly

Agent, O. R. & N. Ry.
Note: The remaining cars came over the Northern Pacific and other routes, as may be verified by records in these offices.

WHAT DOES IT MEAN?

This showing is about 40 per cent greater than it was during the same period of last year, and not only this, but it exceeds the combined business of all the other piano stores in the entire West during the same period of time. This therefore signifies that:

First, because of its superior instruments.
Second, on account of its many unique facilities, it can furnish them at lower prices than others can afford to make.
Third, on account of abundant capital, it is in a position to name more favorable terms of payment than can be obtained elsewhere.

This in a great measure explains our ability to sell pianos as we do at from \$100.00 to \$350.00 less than any other concern in the country—heavy shipments, low freight rates, low handling expense, big factory discounts, quick sales, easy terms of payment.

EILERS PIANO HOUSE THE BUSIEST AND BEST

3 IMPORTANT EVENTS

The most important event claiming the attention of music-lovers and musicians is our present exhibition and sale of art Weber pianos used by the members of the Maurice Grau Opera Co. the past winter. In this collection there is the beautiful baby grand used by Godski, the superb Weber Orchestral Upright used by the great conductor, Alfred Hertz, valued at \$700.00.
Second: Sale of accumulated, used and second-hand instruments, among them a beautiful Decker & Son, original price \$500.00, now \$345.00; a fancy English oak Colonial Jacob Doll, up-right, the \$250.00 style, for \$182.00.
Third: The closing out of the residue of the Gilbert Bros.' bankrupt stock, all of which are going at 50 cents on the dollar.

And in addition a clean-up sale of accumulated odds and ends in piano-players and Harmoniums—no Pianolas. Prices on these range from \$15.00 to \$185.00. Eilers Piano House, Washington street, corner Park.

Only for Portland

It must be remembered that these cars were received exclusively by the Portland store. The San Francisco store, the Spokane store and the Sacramento store are not included in these receipts, and had they been included, the showing would be a great deal more than double.

A great many of these pianos have, of course, found retail buyers before this, and the remainder of these instruments will not last through the summer. Heavy shipments of pianos and organs are always on the road for Eilers Piano House and are received at our storage warehouse on the corner of 19th and Marshall, from whence they are distributed to the wholesale trade and forwarded to the retail salesrooms at 351, 353 and 355 Washington street.