

Largest Exclusive Piano House and Selling Organization in Portland



H. O. QUESNELLE,
Bookkeeper Retail Department.

EVERY PIANO
MARKED
IN
PLAIN FIGURES.
OUR REPUTATION
FOR BEING
"SQUARE"
WAS ACQUIRED
BY
SELLING AT
ONE PRICE
TO
EVERY BUYER.



R. A. WHITEHEAD,
Retail Department.

SQUARE DEALING
INCLUDES SQUARE
ADVERTISING.
KEEP THAT IN MIND
WHEN YOU SEE
\$300 PIANOS ADVERTISED
FOR \$127.65.
THAT KIND OF
ADVERTISING IS TO GET
YOU IN THE STORE.
THEN SELL YOU
SOMETHING ELSE. BE AS
CLEVER AS THE DEALER—
MAKE HIM DELIVER THE
GOODS—ACCEPT NO
SUBSTITUTES.



C. D. RAFF,
Player Piano Department.

ONLY EXPERIENCED
PIANO MEN
EMPLOYED WHOSE
JUDGMENT HERE
CAN BE RELIED UPON.
THEY ARE PAID TO TELL
THE TRUTH.
THEY WILL NOT
MISREPRESENT.
SATISFIED CUSTOMERS
COMBINED WITH OUR
EFFORTS TO DEAL
SQUARELY
IS THE COGENT
REASON OF OUR
SUCCESS.



F. S. HILLSINGER,
Manager Tuning Department.



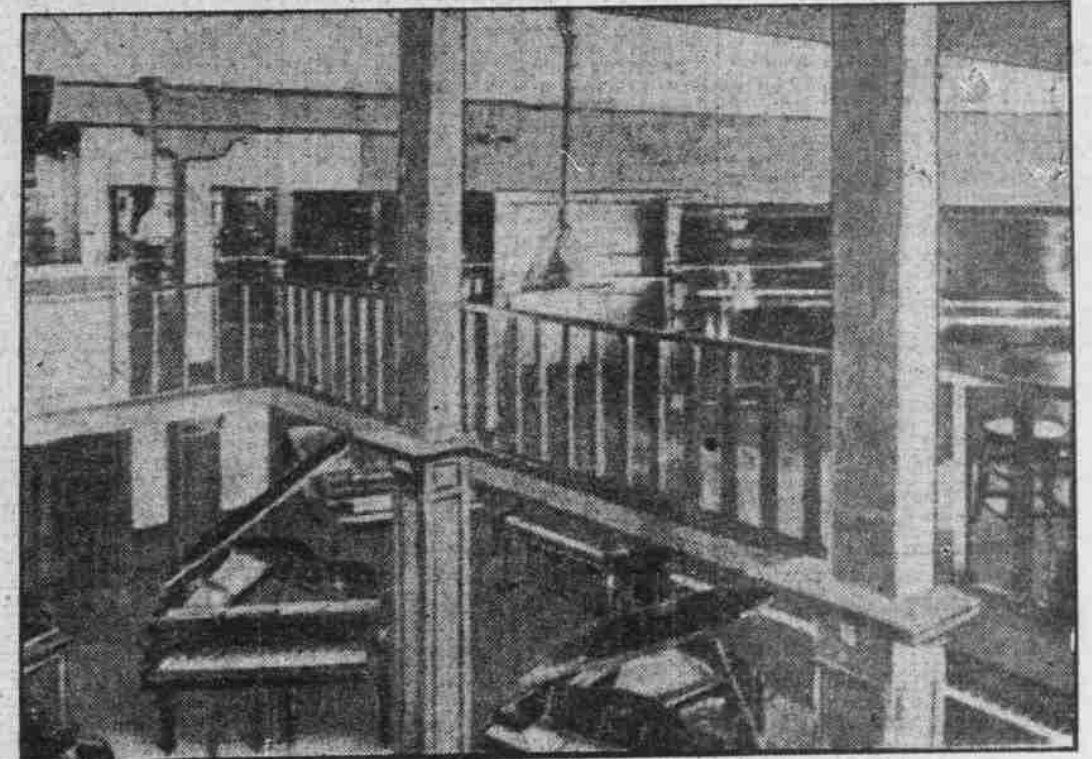
ART ROOM FOR THE WONDERFUL MASON & HAMLIN,
Costliest and Most Beautiful Piano in the World.

KNABE
PIANOS
Famous
Since
1837



G. A. HOFFMANN,
Northwest Manager.

MASON-
HAMLIN
Costliest
Piano in
the World



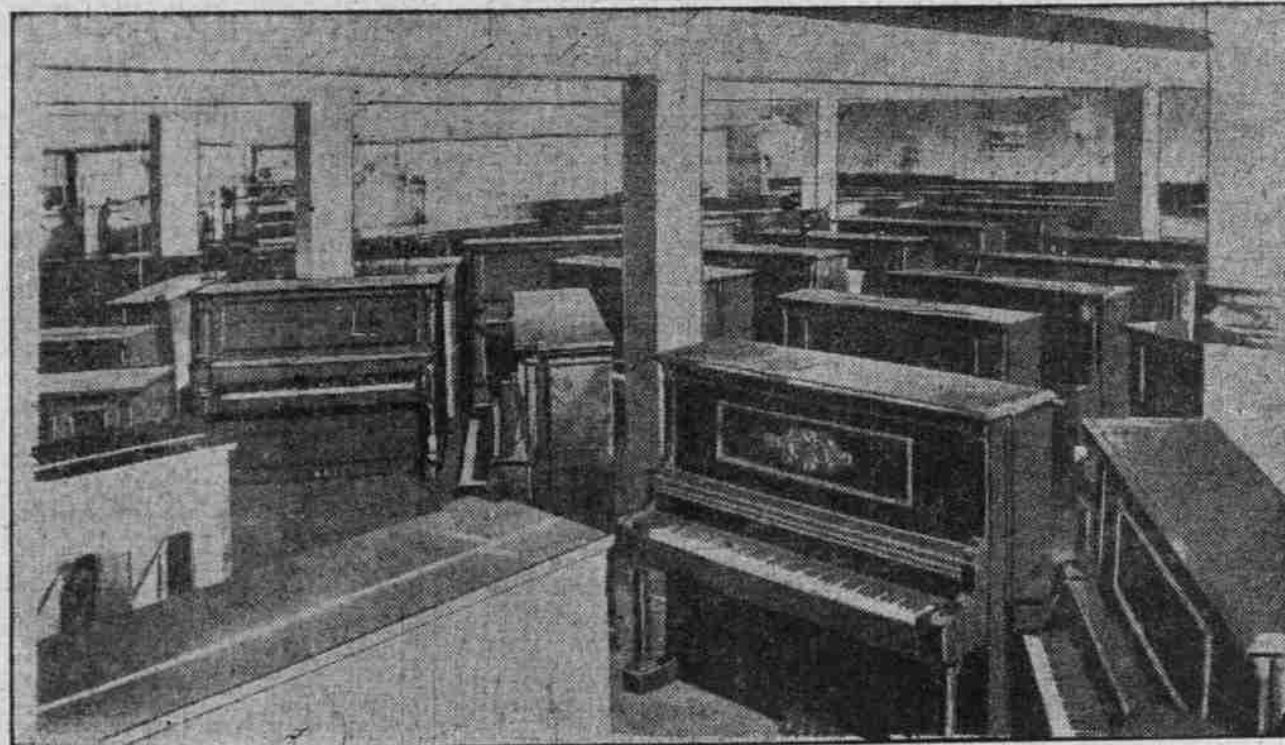
PLAYER PIANO DEPARTMENT.
Knabe and Emerson Angelus, Hardman and Others. From \$450 Upwards.



F. M. NARY,
Retail Department.



GUS BACHMAN,
Piano Polisher.



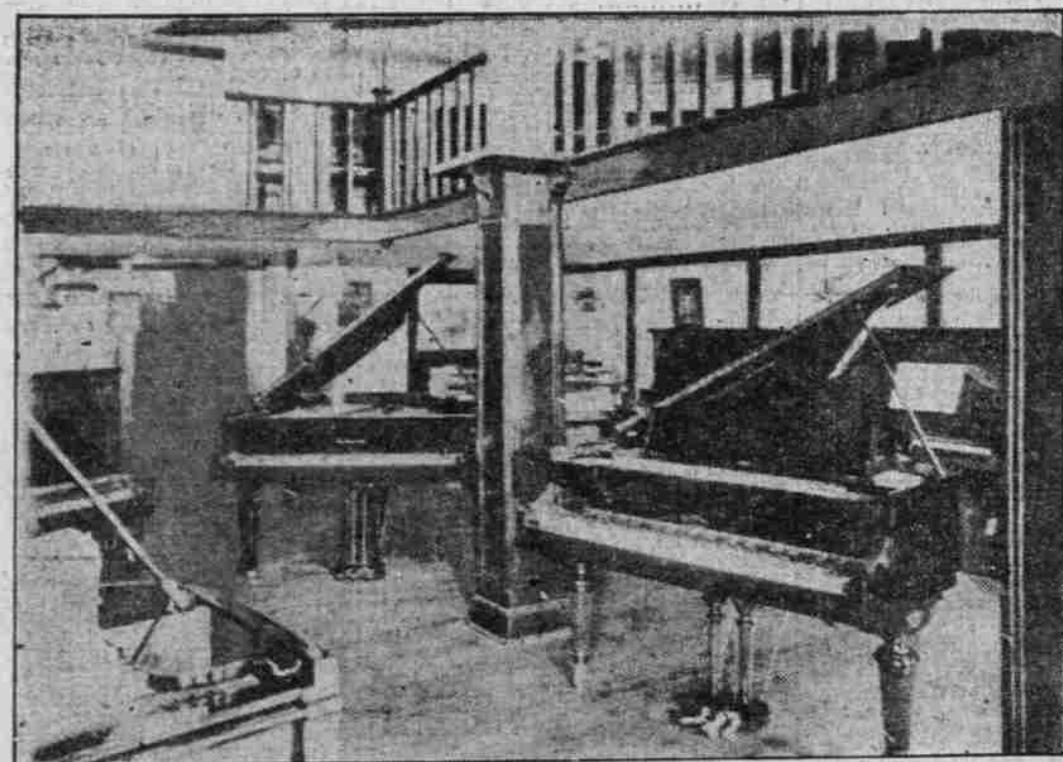
MAIN WAREROOM, THIRD FLOOR.
Capacity, 200 Pianos.



C. N. KEENE,
Manager Shipping Department.



J. E. WHITNEY,
Bookkeeper Wholesale Department.



KNABE, FISCHER AND HARDMAN WAREROOM.

HARD-
MAN
PIANOS
Established
1842

PRICE &
TEEPLE
PIANOS
Standard
High-Grade



F. M. CASE,
Manager Retail Department.

FISCHER
PIANOS
Established
1840

KNABE-
ANGELUS
The
Player
Piano
That Seems
Human



SAMPLE ROOM OF THE GREAT PRICE & TEEPLE PIANOS, CONTAINING
FRENCH REPEATING ACTIONS.



J. M. WARD,
Wholesale Department.

We save over \$1200 per month by conducting our wholesale and retail department under one roof off the main thoroughfare. When dealers paying \$1000 or more per month for rent claim to sell for less than any other dealer possibly can, it's a joke. Our rent is one-tenth what theirs is, and buying our pianos for cash gives us so much advantage over them that we don't figure we have any competition, quality considered.



L. F. BOYD,
Manager Wholesale Department.

NEW PIANOS, GUARANTEED	\$150
NEW PIANOS, GUARANTEED	\$175
NEW PIANOS, GUARANTEED	\$200
NEW PIANOS, GUARANTEED	\$225
and upwards.	
PLAYER PIANOS	\$475
PLAYER PIANOS	\$500
PLAYER PIANOS	\$525
and upwards.	
ORGANS	\$45, \$50, \$55 and upwards

Pianola Pianos accepted as part payment toward the wonderful Knabe-Angelus. Old Pianos and Organs taken in exchange as part payment on any Piano or Player Piano.



HENRY ATWATER,
Wholesale Department.

Phoenix Bldg.,
Cor. 5th and Oak

THE WILEY B. ALLEN CO.

Entrance 304
Oak Street