CHANGING STREE

## Join the Excursion Hylands of Yamhill

## 10 ACRES $\$ 750$ <br> \$10 CASH AND $\$ 10$ PER MONTH

Chapin \& Herlow 332 Chamber of Commerce

## SALESMEN WANTED

We want several high-class real estate salesmen-live, energetic, red-blooded nen, who believe the world is good and that there are good things in it. Dis-
 For the right kind of a man-a man who can' sell-we have an A1 proposi-
We are not the biggest firm on earthot yet-but we carry gilt-edge goods ret This may be the chance you are looking or. Better see us Monday.

Carter-Dugan Company


## HERE'S A REAL EYE OPENER!

A straight-from-the-shoulder statement regarding the value of piano contest checks and the reason for the vicious and antagonistic attitude of a certain branch concern. In a certain window the following card has been appearing:

| IS THE RIGHCH WAY? |  |
| :---: | :---: |
| The Other Way. <br> $\$ 350$ value (marked) $\$ 600$ | Sherman Clay's Way. |
| Prize contest credit check. 175 | One Price Policy Full Value |
| Net | \$350 |
| Real value............... ${ }^{\text {a }} 350$ | Pianos for |
|  | \$350 |
| Overcharge. .......... You caninot beat a man at ins own | Dollar for Dollar |

 that numbers of persons do not call our attention to the slanderous attacks made upon our
methods of these jealous people, who so far forget themselves in their endeavor to malke big profits as to call a fair and square wo ompaign for businems "a
There are always two sides to every guestion the ing a brsiness. A A firm having a reputation at stake cannot fiff mindertakings. Graves Musie Company has been identified with the musisank llize ond inderstionsinemes
life of the community too long to be found engaged in any enterprise that is not thoroughly honorable and fair. We believe in giving the most for the money, and if another house is com-
pelled to andopt a policy meaning few sales but large profits on each sale, consequently hisher price to the buyer, and if by reason of this situation profits on each sale, consequently higher
ifficult to compete with us
phat's no reason why the malicious calling of names should be indulged in. WHAT OUR CONTEST IS FOR. good pianos, as good as anybody's and that we sell them at right priee to know that we have Now, if we see fit to donate to the buyer of one of our pianos $\$ 50$ or $\$ 100$ or $\$ 150$ or any amount to help pay for the instrument, that is our business and it is unwarranted for any "Holier
than thou, branch establishment to deery and belittle our efforts and say that our prices are
raised so that the amount on mean a saving to the buyer.

> LOOK AT THESE FIGURES.

To demonstrate the real value of these credit checks, and to also show the motive for the
attacks upon us by this concern, we offer next Wednesday morning four of the latest styles of
the best pianos that this concern handles The Steinway so-called verti-grand upright, in mahogany case, is priced $\$ 625.00$ by them. A
few years ago this verti-grand was $\$ 500.00$. A lady told us the other day that a salesman had offered her a new Steinway upright, on which some other party had made a substantial pay
ment, for $\$ 100.00$ less, or $\$ 525.00$. We don't believe that a Steinway Style K mahogany vertiOur price Wednesday morning for the same thing will be $\$ 485.00$. It is all the same to us
whether you pay cash or buy on time, and if you have a manufacturer's check we necept it at its face value toward payment of this Steinway at $\$ 485.00$.
We shall have another verti-grand so-ealled ebony case. It is not an ebony case, but the
woodwork is painted black and then varnished. This piano will be sold for $\$ 445.00$ by us. Else-
where they ask $\$ 575.00$ for it The Style N Mahogany is priced by this San Francisco branch house at $\$ 700.00$ ! We offer
a Style $N$ Monday, latest catalogue style, for $\$ 535.00$. Bring a cash certificate, pay the balance
at $\$ 10.00$ or $\$ 15.00$ a month, if you like. The biggest saving in price we can offer is in a Steinway grand piano. It is not what is
ealled the little Miniature grand, but a regulation grand. You are asked $\$ 1000.00$ for this grand by them, less a little discount on the sly of maybe
$\$ 100.00$ or $\$ 150.00$, but here Wednesday morning this identical grand is for sale at $\$ 785.00$. Cash or payments, and, as stated above, we take manufacurer's credit check toward its payment for
any amount it may call for. Bear in mind that these are not second-hand Steinways-if a second-hand Steinway piano
s wanted, we will supply an upright in good condition for $\$ 265.00$. We have also a very nice
looking used Knabe upright for $\$ 290.00$. This is the music store of the people. We don't believe in exorbitant prices. We stand for
a fair profit, and the greatest value for the money to the buyer. We are an Oregon concern, have no profits to divide up with San Franciseo houses, and don't have to pay, any middleman's
or jobber's commissions. Of course, we can sell for a great deal less money than San Francisco and other branch houses that are thus handicapped. We do not pass our piand contracts out of
our hands. We believe in carrying out every promise that we make. In dealing here you can our hands. We belith the head of house, and not with an instructed be manehe. Mnanager or clerk, who of
deal with
necessity has no further interest in the satisfaction received by a customer other than enough to draw his solary. We want every one of our customers a satisfied customer and we want to
say again, most emphatically, that every check, little or big. issued by the manufacturers to
Graves Music Company, represents an actual cash saving to the fortunate possessor of exactly the All we ask is careful comparison of our makes of pianos and our prices with what is offered
San Franeiseo and other branch houses and the saving that we can offer will be plainly ap

## GravesMusicCo.

 111 FOURTH STREET










## Cthello

Othello Improvement Co.

