

Christmas Buying Made Easy at Eilers

Manufacturers' Emergency and Surplus Sale



All makes of talking machines, by far the largest stock in Oregon.

Do Your Shopping Early

We will set the instrument you prefer aside and deliver it any hour you say Christmas Day. All makes of December records now on sale.

All you need to do is make small weekly payments. This not only includes the purchase price of the machine, but records as well. As in our piano section, you have every make on one sales floor to select from. You can compare them side by side and select the instrument that best suits you. We have the new Edison Diamond Point Disc, the machine where you do not have to change needles; also the many styles of Columbia Grafonolas, and the ever popular Victor Victrolas.

Ranging in Prices
\$15, \$25, \$40, \$50, etc.

Two-Minute Records,
 10c each, \$1 per dozen

Four-Minute Records,
 20c each, \$2 per dozen

Still lower prices for larger quantities. Out-of-town people should write for complete catalog immediately.

Two and four-minute cylinder records. Also be sure to see our large stock of specially advertised disc records, 75c values now 35c



We Have the Biggest Stock of Special Dance Records in Portland

All of the latest dances can now be learned at home, and special prices are being made on these particular records. They are all disc records, and all new. You should make your selection early, for at these special prices they will soon be closed out.

Special Sale Piano Stools, Benches and Player Piano Benches



LOT A



LOT B

What Could Be a More Appropriate Christmas Present Than a Piano Stool, a Grand Piano Bench, or a Nice Player Piano Bench?



LOT C

Lot A—104 Piano Stools—Stools that regularly sell for \$2.50, and in this lot you will find some stools that can hardly be told from new. Others slightly show worn, but they will all be closed out at \$1.50, 75c and 50c each. A few Piano Stools of the \$2.50 and \$3 values will be sold for \$1.10, \$1.25 and \$1.45 each.

Lot B—Consists of Baby Grand Piano Benches, and Lot C consists of Player Piano Benches. There are 36 of these in genuine solid mahogany, walnut and oak. Regular values \$2.75, \$3.00 and \$3.50, now to be sold at \$2.75—some only \$1.20 and \$1.60. Some of the most expensive at \$3.35 and \$4.20. Nearly all of these Benches are new ones, originally made for player pianos, and afterward we ordered more elaborate styles for customers who wanted special makes. Remember, there are only 36 of them, so come early.

In the Eilers stores, as above stated, are the only stores in the world where you can find practically all of the high-grade pianos in one salesroom, where every instrument has an equal show and where you can truly judge the tones of the various makes. In other parts of the country you find the Chickering is sold by one dealer, the Sohmer is sold by another dealer, the Hazelton by still another dealer, the Kimball by another dealer, the Hadow sold by some other dealer, and so on down the entire list of over thirty different makes handled by the one big piano house.

On very rare occasions there are a few places where you will find two or three makes in one store, but at Eilers you find even the Steinway, the Weber, the Kranich & Bach, Vose & Sons, or the Steck, the Wheelock, the various makes of pianos player pianos, and the same conditions exist with player

All prices are now made by the manufacturers' representatives, Ellsworth, Barnes and Davey, now in charge of this great sale. Every pianomane home should make a careful investigation. If you expect to buy a piano of any kind within the next ten years, you are doing yourself an injustice by not at least investigating these remarkably low prices—prices such as have never before been known, and never will be equaled again. Our agreement with the manufacturers states that they shall pay all expense of advertising and marketing these pianos and make all discounts. These very manufacturers are making a price much less than they could possibly make, and they were to sell you the piano direct. You can readily see how they can afford to sell a piano even below cost under our agreement to buy three for every two they now sell.

The Sale Will Soon Close

Crowds of enthusiastic buyers can be seen at our store every hour during the day and up till 10 o'clock at night. The stock will soon be exhausted; but at the time of writing this ad we have everything as advertised. Duplicates, however, are possible, hence a delay may mean that just the piano you want will be sold before you get here.

Very Important to You

Among others, the old reliable makes, many of them never before advertised at special sale prices. Remember, during this sale we are not governed in any way by the manufacturers' price restrictions. We are cutting the prices on every piano in the house.

- \$650 Mason Wegman Piano, now less than half.....\$316
- \$850 Lester Grand, latest style, almost half.....\$437
- \$350 Small size, elegantly finished mahogany Soule Bros.' Uprights.....\$160
- \$325 Nicely finished, though used, Everett Upright.....\$140
- \$375 Steinway, ebony stained case, \$237, and latest style mahogany, for only.....\$135
- \$525 Hardman, very elaborate case, for only.....\$188
- \$650 Hallett & Davis, special art case, at only.....\$212
- \$550 Weber.....\$354
- \$525 Hardman.....\$188
- \$425 Fischer.....\$246
- \$425 Fischer.....\$246
- \$1150 Weber Pinnola Piano, just like new, the best and most expensive ever built by Weber.....\$488
- Many other slightly used Pinnola Pianos, all with Thermo-diat Metro-style attachments, on sale now at.....\$350, \$337 and \$285
- \$300 largest size Fischer Upright, walnut, at only.....\$165
- \$325 Another Mahogany.....\$135
- \$950 Steck Pinnola Pianos. Just like new, the best and most expensive models ever built by Steck. Pinnola cases.....\$435
- \$1050 Knabe Grand.....\$472
- \$250 Cable Nelson make.....\$72
- \$550 Player Piano, beautiful mahogany, new.....\$310
- Another, very beautiful.....\$345
- Another, shows usage.....\$165
- And many others, almost any make you can think of, and all now to be had for less than wholesale prices.

Remember, Start Your Payments After Christmas— any time in January or February, 1915, will be satisfactory to us. We will take your old piano or talking machine in exchange. Bring this advertisement with you.

My Goodness Look!

\$23 Cash Free As a First Payment

Simply bring this advertisement with you. We have a proposition to make you whereby we will take this advertisement (to show us the real worth of this particular newspaper) and we will immediately credit you the same as cash, \$23, and then you can arrange to make monthly payments. You do not need to bring any money with you. Pianos delivered free of any cost to you.

\$650 Chickering \$487

\$575 Steinway \$237

\$500 Weber \$246

\$400 Hardman \$175 Another \$145

\$1500 Chickering Player Piano \$976

\$1150 Weber Pinnola Player Piano \$488

\$600 Angelus Player Piano \$225

\$850 Melville Clark \$338

The Only Piano Store in the World Where You Can Find These Conditions

There is only one piano store in the world (including its many branch houses) where you can find and judge for yourself nearly all of the acknowledged high-grade pianos. In the Eilers stores, as above stated, are the only stores in the world where you can find practically all of the high-grade pianos in one salesroom, where every instrument has an equal show and where you can truly judge the tones of the various makes. In other parts of the country you find the Chickering is sold by one dealer, the Sohmer is sold by another dealer, the Hazelton by still another dealer, the Kimball by another dealer, the Hadow sold by some other dealer, and so on down the entire list of over thirty different makes handled by the one big piano house.

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The Chickering

is by far the most preferable of all pianos, player pianos or grand pianos. The Nation's oldest and best can now be seen on our floors in all colors of cases. We also have

the Knabe, or the Steinway, or the Weber, or the Emerson, or the Vose & Sons, or the Ludwig, or the Lester, or the Everett, or the Steck, or

any other make, for during this great sale we have almost every make you can think of either in an Upright Piano, Player Piano or Grand Piano. Never such an assortment to select from.

All New \$200, \$250 and \$300 Pianos Now \$98 \$118 and \$145

All new Player Pianos, \$500, \$600 and \$700 values, now \$285, \$337, and the plain-cased smaller sizes \$245. Also a number of used pianos for \$65, \$75 and \$85. Some of the old-style instruments we will close out at \$18, \$25 and \$35.

Even in the very lowest priced instruments above quoted you find such makes as the Steinway, the Weber and a number of others.

Many Baby Grand Pianos of various makes will be closed out within a very few days, for Baby Grands can now be purchased for less than the same quality upright pianos cost when sold at regular prices.

- New \$600 Baby Grand Pianos.....\$296
- New \$750 Baby Grand Pianos.....\$388
- New \$850 Baby Grand Pianos.....\$477
- New \$950 Baby Grand Pianos.....\$566



The Baby Upright

The Joy of the Fastidious Musician. The daintiest of all case designs, the most exquisite, sweetest toned, and most durable of all upright pianos. These are included in the price sacrifice. The \$525, \$575 and \$650 styles, now \$245 and \$325, and for the plainer styles only \$315.

THE TRULY GREAT PLAYER PIANOS ARE BEING THOROUGHLY COVERED BY PATENTS.

The Chickering Artigraphic, the most expensive of all player pianos, the one and only meridian-made instrument which successfully reproduces the playing of the great artists. For this particular instrument the artist plays the original roll personally, and all rolls made from this one master roll give a flawless reproduction of the artist's interpretation, his technique, expression, and even his temperament and feeling at the time he plays the piece. There is only one other instrument that attains this marvelous result. It is the Welte-Mignon, made in Germany. This instrument is also handled exclusively by Eilers. There are many imitations, but the only perfect instruments of this kind are the two above-mentioned pianos, which are sold exclusively by Eilers, not at the high price that you would imagine they would be sold, but at a much less price than sold in any other part of the world. Even though you do not intend to buy, you certainly should call at the store of the Eilers Music House and enjoy a musical treat by the great artists. The Eilers Music House would like to demonstrate these instruments for you at any time.

You would really be surprised when an interesting proposition the manufacturers' representatives have to make during this Manufacturers' Emergency and Surplus Sale.

We have a large number of used pianos taken in exchange for the world's best player pianos, the Chickering, and Knabe Sam's choice, the Autopiano. The Chickering and the Autopiano all have the modern tracking device, metronome, point motor, selector buttons, flexible striking fingers, and all of the latest improvements. Some of the instruments mentioned below have the up-to-date improvements, but a great many are fitted with old-fashioned buttons, pointers and a lot of other unnecessary confusing and complicated devices that are not necessary in the modern player piano. Therefore, we are closing them out at unbelievably low prices. They are all either used or show worn, but are in perfect, guaranteed condition.

- Two \$500 Wheelock Player Pianos, each.....\$265
- One \$1000 Kimball 65-note Player Piano.....\$437
- Three \$500 Pinnola Player Pianos, combination \$5-58 note \$314.....\$322
- One \$500 Hallett Player Piano, 88-note, for only.....\$169
- Two \$725 Wheelock Pinnolas, ea.....\$425
- Six \$657 Marshall Player Pianos, each.....\$265 and \$285
- Six \$875 Marshall & Wendel Player Pianos, each.....\$555
- Three \$500 Brunswick Player Pianos, natural finish, each.....\$346
- Two \$775 Steger & Sons' Player Pianos, natural finish, each.....\$345
- Eight \$1000 Krell Auto Grand Player Pianos, natural finish, each.....\$760
- Six \$1050 Krell Auto Grand Player Pianos, mission oak, ea.....\$787
- Four \$1050 Krell Auto Grand Player Pianos, fumed oak, ea.....\$787
- One \$1050 Krell Auto Grand Player Piano, fumed oak.....\$787
- Five \$500 Steck Pinnola Player Pianos.....\$435 and \$370
- Four Weber Pinnola Player Pianos at.....\$635, \$546, \$470, \$388
- Six Pinnolas, \$275, \$237, \$186, \$142, \$120, \$85

Some of these pianos are left on sale by people who have purchased pianos of us, and we have agreed to allow them whatever we can get out of these instruments. The prices which we have made are unbelievably low, and in some cases a substantial discount can be had for cash.

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Biggest, Busiest, Best

Eilers

MUSIC HOUSE

Eilers Building, Broadway at Alder
 Open Every Evening Until 10 o'Clock
 During Piano Manufacturers' Emergency and Surplus Sale

Any article purchased of Eilers Music House is sold on a money-back guarantee. If not found as represented in every way, your money is cheerfully refunded. If for any reason you desire to exchange any instrument purchased from us at any time within two years from date of purchase, we will make said exchange for you, applying all you have paid on any one of the thirty different makes we handle