



Portland's
Temple
of Music

Graves Music Co.

The Pioneer
Music Store



Six Floors (25,000 Sq. Feet) Devoted Exclusively to Musical Merchandise
Special Bulletin of Christmas Gifts That Will Be Appreciated by Everyone

Christmas Piano News

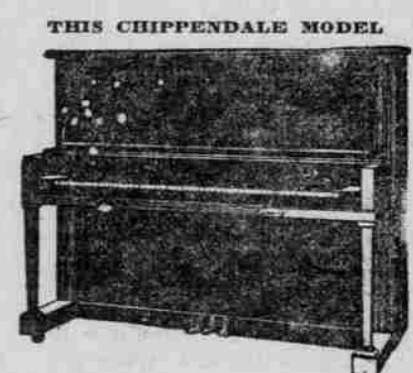
The Graves Music Co. Pricing System
A Savings and Trust Business
SAVING—\$110 to \$310 on Each Purchase
A TRUST—Our Easy Monthly Payment Plan

THE KRANICH & BACH PLAYER GRAND
affords a distinguished addition to
your piano roll of honor.



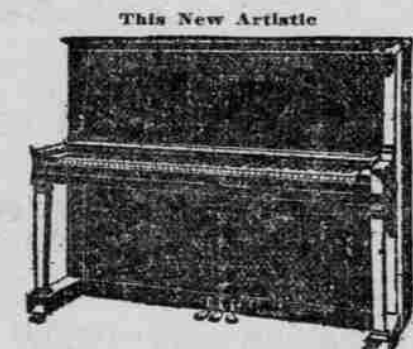
You don't have to be told that
Kranich & Bach Pianos and Player
Pianos are instruments of extraordi-
nary quality, you know and feel
that the minute you see and hear
one.

THE NEW PLAYER PIANO
is an illustration of what has been
accomplished after forty years of
intensive study and quest for quality
by three generations of piano-
makers of the Kranich and Bach
families.



THIS CHIPPENDALE MODEL
\$325 Usual Price, \$215 Our Price.
\$3 Monthly

If you have a piano we will take
it in exchange, allowing the full re-
tail market value as first payment
on a new Piano or Player Piano
at prices advertised. We will also
take your Organ or Talking Ma-
chine if you make the exchange
with us now.



**5500 Haines Bros. \$385 Cash, or \$10
Monthly.**
Remarkably Low-Priced Nearly
New and Used Pianos.

Piano Specials
Horace Waters—Rose, \$350 now \$135
Prescott—Mahogany, 400 now 210
Herbert—Oak, 375 now 185
Beckett—Mahogany, 475 now 295
Fischer—Colonial, 475 now 260
Smith & Barnes—Mah, 450 now 235
Vose & Sons—Walnut, 375 now 215
Stoddard—Oak, Walnut, 375 now 210
Emerson—Rosewood, 400 now 155
Schubert & Co.—Rose, 400 now 180
Russell & Lane—White, 400 now 195
Herman, a splendid
model, 500 now 299
Everett—Mission Upr, 500 now 295
Hallett & Davis—Old
Model, 400 now 55
Bumelister—Mahogany, 350 now 215
Krahe—Old Model, 400 now 65
Terms Cash or \$6 Monthly Upwards.



THIS ELEGANT HAINES BROS.
\$950 Usual Price, \$695 Our Price.

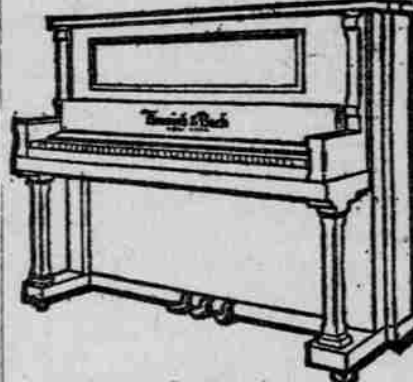
Out-of-Town Buyers: It is safe and satisfactory to buy one of these
pianos by mail. Write us, and we will send you full description. We pay
freight to any point in Oregon, Washington or Idaho. Buy now and have
it shipped when ready.

Every piano or player piano purchased carries with it the Graves Music
Co. guarantee of satisfaction, as also the usual guarantee of each manu-
facturer of these new musical instruments; besides, we take it in exchange
within one year, allowing the full amount paid, if desired.

CASH OR CREDIT
Pianos of Refinement and Value
Await You at the Graves
Music Co.

We have made comparisons, studied
reports, investigated comments of
customers and the conclusion is
positive that at the Graves Music
Co. is now maintained the highest
average of quality and style of any
given price.

THE BIG "CELLO TONE" OF



\$495
This style Kranich & Bach makes
this piano the choice of many who
desire such exquisite tone quality.

We are prepared to furnish you
with a piano that will fit the sur-
roundings you wish to put it into—
that will please the sensitive eye,
as well as the sensitive ear.

We do not gain your patronage
only because of our easy credit plan
and unprecedented low prices, but
through our excellent Piano and
Player Piano qualities.

We have correct case designs,
even among the moderate priced
Pianos, and anyone wishing to put
but \$115 or \$125 or \$250 may em-
ploy good taste in the selection of
a Piano for correct design as well
as sweet, full tone and easy action.

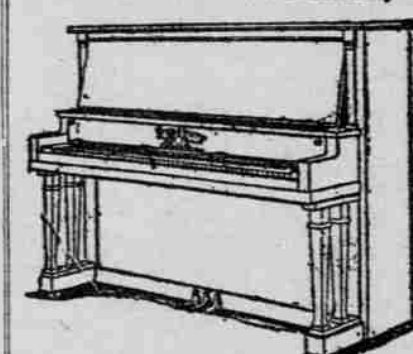
The Piano Anyone Can Play



\$650 Player Piano \$385 Cash or \$10
Monthly.

THE WONDERFUL VALUES
in splendid pianos will induce you
to buy now. If you cannot pay all
cash, make a part payment. We
will have a deliver when wanted,
now or for Christmas coming soon.
There is no use to do without a
piano at these prices. Don't hesi-
tate—buy now—these Pianos will
sell quickly—we have made prices
so low.

Come and Hear the Bradbury



Usual Price \$500 Our Price \$385

Player Piano Specials

Kingsbury Mahog., \$850 now \$295
Gaylord Cir. Walnut, 650 now 385
Kranich & Bach—Late
Model, 1000 now 695
Dreher Bros.—Fine
Mahogany, 750 now 485
Auto-Player—Large
Mahogany, 850 now 445
Universal—88-Note, 650 now 415
Haines Bros.—Splendid
Model, 850 now 585
Princeton—Bungalow,
Mahogany, 650 now 415
Armstrong—Sheraton
Model, Mahogany, 750 now 465
Weller—88-Note, Mah., 650 now 385
Terms Cash or \$10 or More Monthly.
Your Old Silent Piano Taken in Part
Payment for Player Piano.

Musical Instruments Priced Exceptionally Low for Xmas

GUITARS	BANJOS
No. 1 Guitar.....\$3.50	No. 715 10 Brackets \$3.75
No. 501 Guitar.....\$4.50	No. 714 14 Brackets \$4.50
No. 104B Guitar, dull finish mahogany.....\$6.25	No. 709 20 Brackets \$6.00
No. 142 Concert size, dull fin- ish mahogany.....\$8.50	No. 96 24 Brackets, fancy inlaid finger-board \$8.50
No. 142B Concert size, dull finish mahogany.....\$10	No. 3 Rex Banjo \$12.00
No. 1 Rex Guitar.....\$8.00	No. 515 Washburn Ban- jo.....\$15.00
No. 864 fine pearl inlaid Gui- tar.....\$15	No. 525 Washburn Banjo, absolutely the finest in the world for the money, at.....\$25.00
No. 115 Washburn Guitar, standard size.....\$15	Canvas, leather bound Banjo Cases.....\$1.25
No. 217 Washburn Concert- size Guitar.....\$17	Fine English leather cases in black or tan....\$6.00
No. 122 Washburn Standard size.....\$22	
Martin Guitars, \$17.50, \$20, \$25 up to.....\$80	
Canvas Guitar Case, leather bound.....\$1.50	
Leather Guitar Cases, \$8, \$10 and.....\$12	

We Will Teach Your Boy to Play a Band Instrument FREE!

DRUMS
No. 110—2 calfskin heads, 5 thumb-
screw rods, size 4x10 ins. \$3.50
No. 112—2 calfskin heads, 5 thumb-
screw rods, size 4x12 ins. \$4.50
No. 121 1/2—2 calfskin heads, best
fish line snares, 7 key rods, 4x14
inch.....\$7.45
No. 1259—2 calfskin heads, maple
shell, best fish line snares, 10
thumbscrew rods.....\$12.00
We are exclusive agents for the
celebrated Leedy Drums, Bells and
Drum Supplies. Send for catalogue.

Mandolins
9-Rib Mandolin, good quality, on
sale now.....\$3.50
21-Rib Mandolin, Butterfly Pearl
Inlaid.....\$4.50
11-Rib Rex Mandolin.....\$10.00
Rex Flat Mandolins \$15, \$20
and.....\$25
Washburn Mandolins \$15, \$20
and.....\$25
Mayflower Mandolins \$15, \$20
and.....\$25

Toy Pianos
No. 114—10 Keys..... 75¢
No. 114—15 Keys.....\$1.50
No. 113—18 Keys, fancy
panels.....\$3.00
No. 112—22 Keys.....\$6.00
No. 118—Chromatic scale,
30 keys.....\$13.50

**Join the Saxophone Band for Ladies and Gentlemen. Free In-
struction on This Beautiful Instrument**

Slide Trombones

The celebrated "Gautrot" (Gatro) high and low pitch brass, highly
polished.....\$15.00.

Altos

Upright Altos No.
204, brass, fine qual-
ity, excellent tone,
high and low pitch,
\$25.00.

Cornets

"Our own special," made in America
for the Graves Music Co. Long model,
high and low pitch, with quick change
to A. Pearl tips, elegant valve ac-
tion—in brass, \$24; in silver
\$34.50. We will give you 7 days'
free trial on this instrument. Other
Cornets \$5 to \$110.

Conductors' Batons

Handsome Christmas Gifts.
These are Lake's patent adjustable.
No. 1 Lake's Adjustable, Gold Trim'd
Baton.....\$3.00
No. 2 Lake's Adjustable, Gold Trim'd
Engraved Baton.....\$3.50
No. 3 Lake's Adjustable, Gold Trim'd
Engraved, with Ivory Tip.....\$4.00
No. 4 Lake's Adjustable, Gold Trim'd,
Engraved, White Ivory.....\$4.50
No. 4 1/2 Lake's Adjustable, Gold
Trimmed, Engraved, Marbled Ivory,
for.....\$5.00

Metronomes
No. 5 Metronome, without bell \$3.25
No. 6 Metronome, with bell...\$4.25

Music Bags and Rolls

Large Assortment of Music Rolls and Bags to be Cleared Out at, Each, 50¢

No. 135 Black Keratol Folding Music Bag.....\$2.00	No. 43 Black genuine leather Folding Music Bag.....\$3.25
No. 86 Keratol (imitation leather) folding Music Bag.....\$2.50	No. 148 Black Seal Grain Leather Folding Music Bag.....\$4.50
	Music Rolls from 50¢ to \$3.00

WE ARE EXCLUSIVE AGENTS FOR THE CELEBRATED C. G. CONN BAND INSTRUMENTS. SEND FOR SPECIAL CATALOGUE.

Violins

No. 35—Full-size Violin, includ-
ing Bow.....\$3.50
No. 70—Full-size Violin, includ-
ing Bow.....\$3.50
No. 150—Full-size Violin, includ-
ing Bow.....\$5.00
No. 605—Full-size Violin, includ-
ing Bow.....\$7.50
No. 103—Full-size Violin, includ-
ing Bow (Strad.).....\$10.00
No. 800—Full-size Violin, Amati
model, beautiful amber color. Ex-
ceptional bargain, including bow,
for.....\$15.00
We also carry the above numbers
in 1/2 and 3/4-size Violins.

Violin Outfits
Consisting of Violin, Bow, Case,
Rosin, Chin Rest, Tuner and In-
struction Books, \$4.95, \$9.95,
\$11.75, \$14.75 up to \$200

Violin Cases

Canvas Case, leather b'd \$1.25
Wood Case, flannel lined \$1.50
Wood Case, flannel lined,
with lock.....\$1.75
Pulp Case, fleece lined.....\$3.25
Imitation Leather, fleece
lined.....\$3.50
Real Leather, velvet lined \$6.00
Walrus Leather, plush lined
at.....\$8.00
Seal Grain, plush lined, \$10.00
Genuine Alligator, silk plush \$25

Every MAKE STYLE TALKER

and four great catalogues
containing thousands and
thousands of records. Good
natured and obliging clerks
and six beautiful demonstration
parlors on the ground floor at your service.

Mr. Edison's Latest Achievement, the
Diamond Disc Phonograph
Reproduction Superior to All.

The DISC Without a Needle
Records do NOT WEAR OUT.
Tone most wonderfully sweet
and mellow.

This Style \$80 This Style \$150 This Style \$250

Victrolas
"Easiest Way" Payments on Any Victrola

\$15 \$40 \$50

\$200 \$100 \$75

Edison Amberolas
All Diamond Point Producers and Non-Wearing Records

This Style \$30 and \$45 This Style \$60 and \$80 This Style \$125 This Style \$200

Columbia Grafonolas
Various styles at \$15.00,
\$17.50, \$25.00, \$35.00,
\$50.00, \$75.00, \$85.00,
\$100.00, \$150.00 and
\$200.00. All Grafonolas
have the new Bayonet
Arm and many other
improvements.

Table Grafonolas at \$100.00 Up

Graves Music Co.
INSTRUMENT DEPARTMENT
First Floor of the Six-Floor Palace of Music.
151 Fourth Street, Between Alder and Morrison

Graves Music Co.
Pioneer Music Store, 151 Fourth Street