## THE PITY OF IT

 Is that we cainot bring to the personal knowledgeof every piano-yearning family in Oregon the grave importance our present sale is to them. Like the
of, "Wolf! Wolf!" with which she had so often been fooled, many piano buyers who really want child's cries een so often fooled by the cry of "Special" that when a real chance appears that they would gladly emprave strictly high grey piano for the amount ordinarily asked can always sell chou a low priced piano, but we can't always sell yout

Our Proposition Is to sell you ANY PIANO IN OUR STORE at these still give you the beneft of our easy terms, Have you ever heard of a Khabe, or an Everett, or a Hardman or a Fischer, or a Steck, or a Vose, or a Puckird, or a Ludwig, or a Kingabury, or Hamilton at a great reduction? Nevert it is such makes as these that grace
our unprecedented offer. Now you have a chance to do two things-buy the most noted of America's highest grade planos during this sale for the price of an ordinary make, or wait until later in
the season and pay just as much for an ordinary piano. WHICH WAY DO YOU CHOOSE?


## Our Prices

Were it not for the injury it might do to dealérs in the same planos in other parts of the country, we would gladly come right out with our prices and name the planos, but this is out of the question, We will say, however, that ouF planos are marked the year 'round in plain fagures, which original cards have not been dis. turbed, thus showing the real cut made on the price of each instrument. An hint, however, ve might say that one of our high grade sold for si25, goes now fo sold for $\$ 225$, goother $\$ 350$ style for \$286, etc. Every piano in the house being included in cut.

## EXCHANGE SALE TERMS ARE EASY!

We want PIANO CONTESTANTS to realize what we are offering them. The man does not live who could get the special letter. To those who were not contestants we will say that our prices will prove more than attractive to you.

## HURRY IN YOUR BLANKS

## ALLEN \& GILBERT-RAMAKER CO.

Oth and Morision Sts. OLDEST-LARGEST-STRONGEST
Opp, Possoffice

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Prepare Your Boys for
Easter and Confirmation

 $\$ 4.45$ to $\$ 9$
Boys' three-piece Knee Pants Suits, 8 to 10 years, cut in college and 'varsity styles, allwool clays, serges, cheviots and unfinishe
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Young Men's Suits, 14 to 19 years, single and meres, tweeds and fine worsteds, from
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## ${ }^{M}$

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How pretty your boy would be if he wore a Buster Brown Suit for Easter. The most ex-
quisite styles of the century. We display dozens of designs from $\$ 5$ to $\$ 10$. Ages $21 / 2$ to
 7


