

# Largest Exclusive Piano House and Selling Organization in Portland



H. O. QUISENBERRY,  
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. KILLINGER,  
Manager Tuning Department.



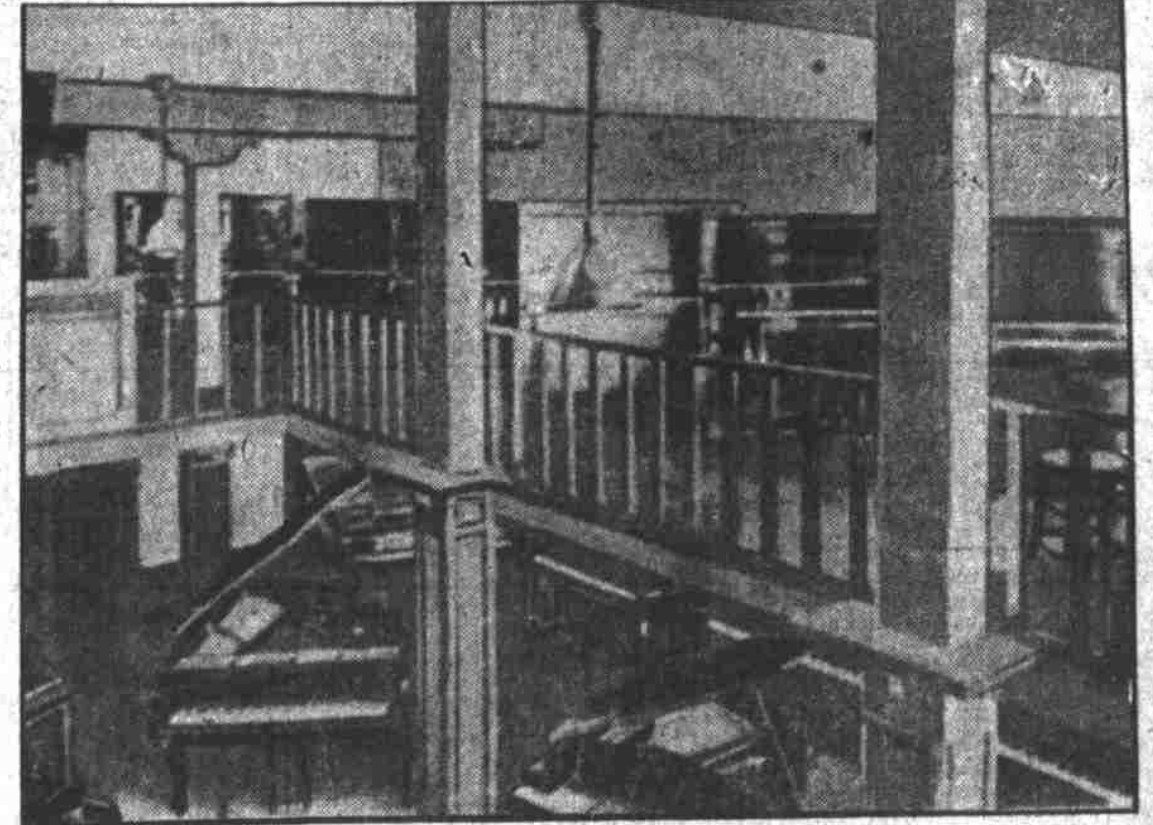
ART ROOM FOR THE WONDERFUL MASON & HAMLIN. Costliest and Most Beautiful Piano in the World.

**KNABE PIANOS**  
Famous Since 1837



G. A. HOFFMAN,  
Northwest Manager.

**MASON-HAMLIN**  
Costliest Piano in the World



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



F. M. HARY,  
Retail Department.



GUS BACHMAN,  
Piano Polisher.



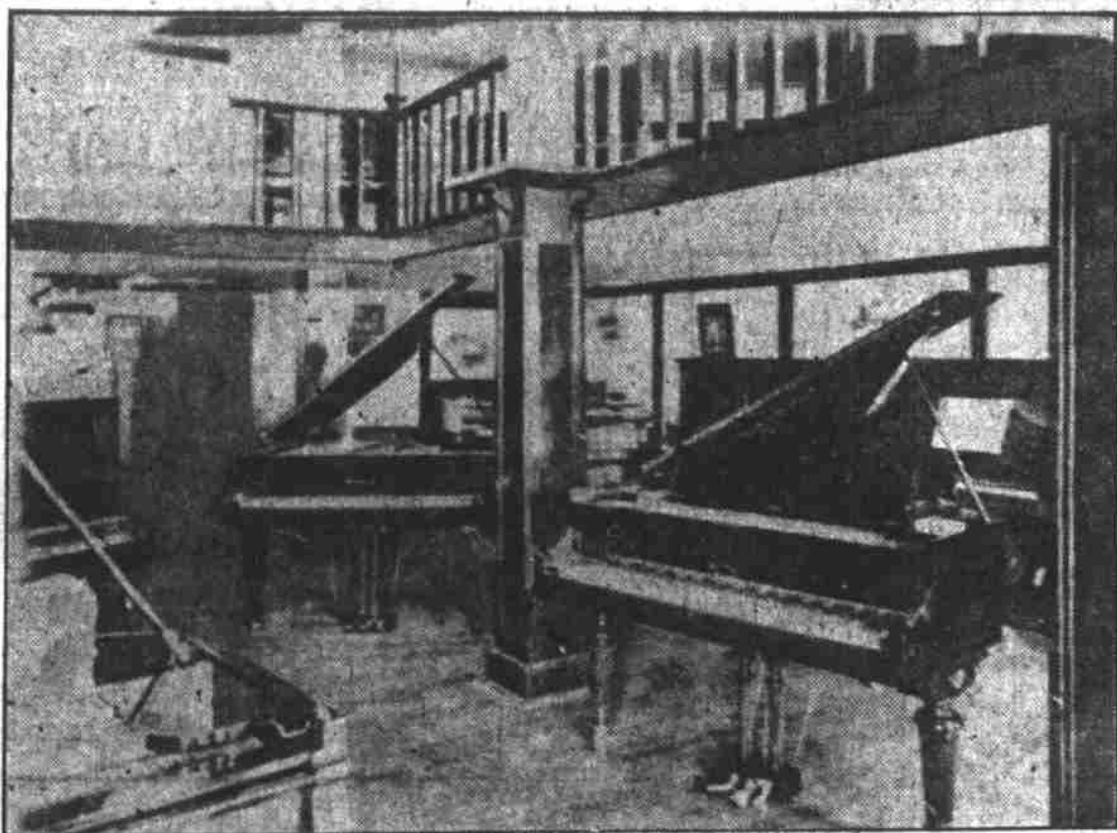
MAIN WAREHOUSE, THIRD FLOOR. Capacity, 200 Pianos.



C. H. KENNE,  
Manager Shipping Department.



J. E. WHITNEY,  
Bookkeeper Wholesale Department.



KNABE, FISCHER AND HARDMAN WAREHOUSE.

**HARDMAN 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. E. WARD,  
Wholesale Department.

We save over \$1200 per month by conducting our wholesale and retail department under one roof off the main thoroughfares. 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.

## THE WILEY B. ALLEN CO.

Phoenix Building, Corner Fifth and Oak

Entrance 304 Oak Street