

\$225 \$25 Cash
\$10 Mo.

\$275 \$25 Cash
\$12 Mo.

Piano Co. makes it easy for you to buy a
improved quality piano by its organization
of city or traveling salesmen, and you buy
and address it our 25% lower (than local market)
This store satisfies the people through
its unprecedented values, truths full
values not be observed? Why should you
and easy terms, as advertised, and you
order buyers. We prepay freight and make
subject to your approval and subject to
you a one-year trial of the piano you may
no Co.'s guarantee of satisfaction; also

This Splendid \$800 Player Piano \$595

We May Allow \$200 for Your Old Upright Balance \$695 Cash or \$15 Monthly

The Two New Stores' Spring Opening

QUALITY STORE—1920 MODELS
As Fresh as the Spring Flowers
 \$1150 Steger, baby grand.....\$562
 900 Steger, grand-upright.....\$775
 800 Steger, Chippendale.....\$595
 750 Reed & Son, upright.....\$562
 675 Reed & Son, upright.....\$495
 650 Singer, large upright.....\$487
 625 Thompson, upright.....\$488
 625 Thompson, upright.....\$495
 \$25 to \$50 Cash, \$12 to \$25 Monthly

NEW 1920 MODEL PLAYERS
The Wonder of the Age
 \$1300 Steger, grand-upright.....\$975
 1150 Steger, grand-upright.....\$922
 1000 Singer, players.....\$750
 900 Thompson, players.....\$775

NEW 1919 MODEL PLAYER PIANOS
 \$1000 Singer, polished oak.....\$675
 800 Mendenhall, oak.....\$665
 \$50 Cash, \$15, \$18 to \$30 Monthly

Our Economy Downstairs Store

NEW 1919 MODELS
Underpriced for Quick Selling
 \$850 Steger, grand-upright, oak.....\$560
 800 Steger, wax cir. walnut.....\$595
 800 Steger, mission, oak.....\$435
 800 Steger, polished walnut.....\$562
 850 Steger, in fancy walnut.....\$535
 900 Steger, pol. cir. walnut.....\$595
 900 Steger, dull satin mahog.....\$595
 750 Reed & Son, fine mahogany.....\$622
 650 Singer, upright-grand.....\$488
 550 Thompson, upright-grand.....\$395
 475 Davis & Son, Flemish oak.....\$445
 Terms \$25 Cash, \$10 or Monthly

Factory Rebuilt and Used Pianos
 \$500 Hobart M. Cable, plain.....\$295
 500 Kimball, mahogany.....\$365
 600 Kimball, fancy.....\$395
 750 Steinway & Sons.....\$435
 780 Steinway & Sons.....\$435
 550 Conover, oak.....\$315
 575 Hobart M. Cable, fancy.....\$395
 650 McIntyre & Goodsell.....\$295
 600 Eberole, modern.....\$395
 475 Davis & Sons.....\$245
 550 Arion, walnut.....\$345
 600 Singer, elaborate.....\$435
 475 Vose & Sons, ebony.....\$235
 650 Automatic, oak.....\$165
 \$15 or \$25 Cash, \$5, \$10 or More Monthly

USED PLAYER PIANOS
 Mendenhall.....\$495
 Starck Piano Co.....\$250
 495 Singer Flemish oak.....\$1000
 595 Prices are for cash, or \$25 or more cash, \$15 to \$45 monthly—including Combination Player and Piano Bench and \$10 worth of Player Piano Rolls.

\$1000 ERARD HARP \$650 Cash, or terms may be arranged.

PARLOR ORGANS
At a Fraction of Original Price
 \$115 Wiley B. Allen, high top.....\$28
 \$125 Wiley B. Allen, high top.....\$35
 \$135 Schoeninger Chapel.....\$48
 \$125 Great Western, fancy.....\$45
 \$135 B. Schoeninger, chapel.....\$38
 \$145 Piano Case, 6-ool.....\$55
 \$ 5 Sterling, high top.....\$25
 \$135 Needham, oak.....\$38
 \$125 Packard, high top.....\$25
 \$10 Cash and \$5 or \$5 Monthly.

CLEARANCE SALE

Phonograph Dept.

Slightly Used and Second-Hand—Records Included With Some
 \$135 Brunswick, oak.....\$1
 120 Type E2 antique mahogany.....\$1
 140 Type F2 dull walnut.....\$1
 35 Type A2 polished mahogany.....\$1
 75 Victrola, mahogany.....\$1
 120 Type E2 Graftonola, mah.....\$1
 60 Cabinet Victrola, oak.....\$1
 125 Cabinet Domestic, mahogany.....\$1
 125 Cabinet Muncie, mah.....\$1
 25 Type A2 Graftonola, mah.....\$1
 35 Lakenide, mahogany.....\$1
 35 Graftonola, mahogany.....\$1
 Some Large Cylinder Phonograph
 \$15 and \$20 We Charge No Interest
 Terms \$10 Cash, \$5 to \$7 Monthly
 Some New Phonograph Records, as Also the Player Piano Rolls
 My Isle of Golden Dreams.....\$1.25
 Dardanella.....\$1.25
 Let the Rest of the World Go By.....\$1.25
 Sweet and Low, waltz.....\$1.25
 Desert Dreams.....\$1.25
 Beautiful Ohio.....\$1.00
 Golden Gate, waltz.....\$1.25
 I'm Forever Blowing Bubbles.....\$1.00
 Patches, fox trot.....\$1.25
 Peggy, fox trot.....\$1.25
 Roses at Twilight.....\$1.00
 Till We Meet Again.....\$1.00
 Mammy o' Mine, one-step.....\$1.00

Clearance Sale—Phonograph Department—New and Used Phonographs

\$18 \$5 Cash, \$3 Monthly

\$25 \$5 Cash, \$3 Monthly

\$35 \$10 Cash, \$4 Monthly

\$75 \$10 Cash, \$6 Monthly

\$95 \$10 Cash, \$6 Monthly

\$115 \$10 Cash, \$7 Mo.

\$225 \$25 Cash, \$10 Mo.

\$275 \$25 Cash, \$12 Mo.

SAVE \$125 TO \$205 BY BEING YOUR OWN SALESMAN The Schwan Piano Co. makes it easy for you to buy a free delivery to your home within 200 miles, besides the piano will be shipped subject to your approval and subject to exchange within one year, we allowing full amount paid. This virtually gives you a one-year trial of the piano you order. Every piano or player piano purchased carries with it the Schwan Piano Co.'s guarantee of satisfaction; also a usual guarantee from the manufacturer.

LIBERTY BONDS ACCEPTED SAME AS CASH—TRUTHFUL ADVERTISING This store satisfies the people through its unprecedented values, truths fully named. Why should pianos not have a price identity? Why should market values not be observed? Why should you be inflated prices? Let us finance your purchase, \$25 cash, \$10 or more monthly.

ORDER YOUR PIANO BY MAIL Read, study and compare our quality, prices and easy terms, as advertised, and you understand why we have thousands of mail-order buyers. We prepay freight and make delivery to your home within 200 miles, besides the piano will be shipped subject to your approval and subject to exchange within one year, we allowing full amount paid. This virtually gives you a one-year trial of the piano you order. Every piano or player piano purchased carries with it the Schwan Piano Co.'s guarantee of satisfaction; also a usual guarantee from the manufacturer.

101-105 TENTH ST. AT WASHINGTON **Schwan Piano Co.** PORTLAND, LARGEST FIRM