



"Confidence is founded on the
rock of **RELIABILITY**."

A PIANO SENSATION

THE ALLEN & GILBERT-RAMAKER CO., the Oldest and Largest Music House in the Pacific Northwest, closes out its retail stock here and converts a portion of the store into a Wholesale Distributing Depot for Marion and Polk Counties.

FORMER BUYERS TAKE NOTICE

When you hear of the prices we have placed on the twenty instruments offered, do not take it to mean that you have paid too much for your piano, for you haven't. If we choose to advertise by selling a piano for less than it is worth, it does not affect the value of your piano in the least.

Free! Free!

A SHEET OF MUSIC FOR THE
LADIES, PRETTY CARDS AND
LITTLE TRICK FISH FOR THE
CHILDREN

Given Away

IN THE AFTERNOON ONLY

PEOPLE OF SALEM AND VICINITY :

Every Piano and Organ in the Salem branch **MUST** be sold and we offer you your life's opportunity to put into your homes America's leading instruments, at prices unheard of in this county.

EVERY INSTRUMENT BEARS THE ORIGINAL PORTLAND PRICE TAG, AS WELL AS THE CUT PRICE TAG.

We have reduced these pianos and organs to within the shadow of wholesale. The cut price will be strictly adhered to.

EASY TERMS may be arranged for, the same as though the regular price was being paid.

OUR GUARANTEE

goes with every instrument we sell. Our guarantee means something. It means that we assume all the responsibility for the faithful performance of our instruments. We never make a statement regarding our instruments or our way of doing business that is not founded strictly on truth.

Any instrument purchased from us is exchangeable for any other instrument any time within one year, and all amounts paid allowed. This is a double protection to the customer and proves the confidence we have in our pianos and organs.

FUTURE BUYERS TAKE NOTICE

If after this sale is over you ask for prices do not expect to be quoted the same figure we quote you here, for you won't get it, either from our agents or at the head office. Your chance is here--**NOW**. If you don't grasp it and you have to pay more later, don't blame us.

Concerts

EVERY AFTERNOON AND EVENING
ON THE GREAT

Hardman Piano Player

The latest and Most Perfect of all Players.

EVERYBODY WELCOME

We sell this player on easy terms.

Talking Machines, Banjos, Mandolins, Violins and all Small Instruments at Sweeping Reductions.

It is almost unnecessary to point to our record of over 28 years of honorable dealing as a guarantee of the genuineness of this sale. Sales of this character are rarely held by firms of our commercial standing. Therefore when we do make a promise and a proposition of this sort, it **MEANS SOMETHING** when we say that we will astonish you with a variety of bargains, it can be depended upon. Call early while the stock is complete.

Open Evenings

ALLEN & GILBERT-RAMAKER COMPANY
SALEM BRANCH: 299 COMMERCIAL STREET