

A DECIDED SUCCESS

The end of the first week finds many a home happier and many a young lady on the road to a musical education--which means independence in the years to come. So great has been the drain on the Salem stock that we have been obliged to call in all the stock of near-by agencies to supply the coming week's trade. Never before, even in Portland, have we so ruthlessly cut into the prices on high grade pianos and organs, and never again will Salem Piano "needers" have such a glorious piano opportunity. The big sale is in full blast and more Salem people are "talking piano" today than ever did before. Salem people are not only TALKING about our piano bargains, but the wise ones are taking advantage of our unprecedented offers. Some people are coming around AFTER the pianos are sold. These are the people who are going to do things "next year," and it is these same "next year" people who are always wondering why their next door neighbors are doing so much better than they. WAKE UP you "next year" people; you'll never own a piano until you get one, and here is your chance.

LAST WEEK

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Open Evenings

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<p>A \$325 Standard Make of Instrument \$240 EASY TERMS</p>	<p>A \$400 Standard Make of Instrument \$310 EASY TERMS</p>
<p>A \$90 Estey Organ \$69 EASY TERMS</p>	<p>A Nice Upright Piano \$185 EASY TERMS</p>

People of Marion and Polk Counties:

We, an honorable concern of long standing and reliability, state that this opportunity is one we have never seen duplicated in the west; that the instruments on sale are from our regular high grade lines; that we have utterly swept to the winds retail prices and reserved only a jobbing profit to bear the expense of this sale.

ALLEN & GILBERT-RAMAKER CO.

The Oldest and Largest Music House in the Pacific Northwest

SALEM BRANCH:

299 Commercial Street