

THE LIST GROWS SHORTER DAILY

ONLY FIVE REMAIN—SLAUGHTER IN PRICES OF HIGHEST GRADE PIANOS AND ORGANS GETS RESULTS.

Eilers Piano House to Go Out of Business in Salem—Sale Closes January 31st—Some People Who Have Already Purchased.

There now remains only five pianos out of our huge stock for your selection. Take your pick out of this list: Kimball, Chicago's most popular and world-famous piano; Story & Clark, with factories in London, Berlin and Chicago; Lester, the pride plans of Philadelphia; Baily, popular and beautiful, etc.

Who wants an organ? We are offering a genuine Beethoven, the \$125 kind, for \$35; an Estey, in fanciest, genuine black walnut case, \$150 value, for \$57; and a new style Pacific Queen organ, fully guaranteed, only \$46.

January 31st is the end. We positively close our doors on that date. This leaves time enough for those who have delayed the matter still to get one of these remaining exceptional bargain pianos.

You Know Them.

When people of your own city, your neighbors and friends, persons who have a chance to investigate and make a careful study of the situation, all buy at one store, there must be a reason. You know that. Listen, and we will tell you:

Mrs. G. Welch buys that old, reliable piano, the Schuman, in select quarter sawn oak case, because she found it was possible to get a strictly high-grade piano in this closing out sale for even a less price than others are asking for cheap, commercial pianos.

Dr. W. H. Darby buys a choice walnut case Clarendon piano here because no one else was able to offer him as close a price on such standard goods. Here is where you get more than your money's worth.

J. P. Stalger, the well known and popular hotel man, proprietor of the Cottage Hotel, buys of us because he could get the beautiful and reliable Bailey piano for less money than others were asking for a cheap stencil piano. It pays to buy from a reliable house.

Mrs. C. D. McKay, who bought a piano of us something over a year since exchanged the same and took the beautiful Lewis and Clark style Schumann, owned in choicest mahogany, because she could not get such terms and prices from any other dealer in town.

And we could mention many other such instances—Mrs. R. W. Simmer, Mr. J. E. Coon, Mr. E. W. Hall, Miss Belle Cook, Jas. R. Shepard, etc., etc., all to the same purpose. But our point is this:

We are closing out the entire stock of the Salem store at sacrifice prices, prices that compel sales. You have plenty of money to buy a piano here. Five dollars will place one in your home. Investigate this.

A Great Chance.

An opportunity is like an inspiration; the same one never comes twice. We want you to call on us, or write to us, or even phone us (Main 185) at once. Let the four days of this sale now remaining be the biggest piano week Salem has ever known. We will do our part.

Every piano can be had on the very smallest of deposits, with the very smallest of weekly or monthly payments. It's up to you to do your part.

Think seriously over this matter before it is too late. It is now, or, perhaps, never. Pianos will be delivered at any time and place desired.



PACIFIC QUEEN ORGAN! Guaranteed Value \$75, Only \$40 now.

Closes It's Doors

Salem Store Goes OUT OF BUSINESS

Your Great Gain

January 31st Ends It All

Everything Just as Represented. Every Instrument Guaranteed.

2 Pianolas—Large Discount
1 Aeriola new \$1.95; terms

ORGANS at Half Price



UNHEARD OF BARGAINS

NO RESERVATION

READ

\$35 Buys a genuine Beethoven Organ, fancy case, 15 stops. Guaranteed in good condition.

\$57 Buys an Estey Organ, very fancy case, genuine black walnut; terms

\$85 Buys an absolutely reliable square piano, A No. 1 condition, fine tone.

\$135 Buys an upright piano, old make, has no equal at twice the money, worth \$300.

\$167 Buys an Aeolian, mahogany case, self-playing, payments to suit. See it.

\$195 Buys a beautiful Bailey piano, slightly used, guaranteed \$400 value, etc. etc.

A TRIBUTE TO THE PIANOLA

BY AN EMINENT MUSICIAN

Herr Alfred Reisenauer, the distinguished pianist, who has achieved such tremendous success since his appearance in America, writes as follows to the Aeolian Company:

Dear Sirs: I have heard several 'mechanical' players, and as they all seemed to be about the same class, I murmured about hearing the Pianola, but now that I have heard it, and seen that it is capable of producing from the piano the greatest works written for the piano, and only technically perfect, but with the most delicate and refined expression, my whole aversion has been changed. For I can realize that the Pianola with the Metrosyle, is capable of producing results from the piano forte which are serious and artistic. Please accept my heartiest wishes. Yours sincerely,

(Signed) ALFRED REISENAUER.
A Pianola costs but \$250, and can be purchased by moderate monthly installments. Eilers Piano House, Salem, Northwest Agents.



Buy Her This One
Only \$210

BUY NOW



Music Makes the House Complete

The Great Sacrifice Sale

F. N. SMITH, In Charge.

EILERS PIANO HOUSE

Y. M. C. A. Building.

Phone Main 185

Open Till Nine Every Evening