

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 Busi-
ness in Salem—Sale Closes January
31st—Some People Who Have Al-
ready Purchased.

There now remains only five pianos
out of our large stock for your selec-
tions. 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 piano of
Philadelphia; Holly, popular and beau-
tiful, 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 posi-
tively close our doors on that date.
This leaves time enough for those who
have delayed the matter still to get
one of the six 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 Schumann 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 wal-
nut case Clarendon piano here be-
cause no one else was able to offer him
so close a price on such standard goods.
Here is where you get more than your
money's worth.

J. F. Staiger, 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. McCoy, who bought a
piano of us something over a year since
exchanged the same and took the beau-
tiful Lewis and Clark style Schumann,
eased 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. B. W. Simmer,
Mr. I. E. Conn, Mr. E. W. Hall, Miss
Belle Cook, Jas. H. 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 two days of this sale now re-
maining be the biggest piano event Sa-
lem 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 pay-
ments. It's up to you to do your part.

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



PACIFIC QUEEN ORGAN;
Guaranteed Value \$75, Only
\$46 now; terms.

Closes Its Doors

Salem Store Goes OUT OF BUSINESS

Your Great Gain

January 31st Ends It All

Everything Just as Represented—Every Instrument Guaranteed.

1 Pianola—Large Discount
1 Aeolia new \$195; 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 desisted 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, not 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 Metrostyle, 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, Sole Northwest Agents.



Buy Her This One
Only \$210

BUY NOW



Music Makes the
Home 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