

Kataloge und Preis-Courante  
von  
**STEINWAY & SONS**

sind in Europa in folgenden Depôts zu haben:

**England.**

London: Anglo-Continental Pianoforte Company, 28 Baker Street,  
Portmans Square.

**Frankreich.**

Paris: Mangeot frères & Cie., 64 rue neuve des petits champs.

**Spanien.**

Madrid: Andia Romeroy.

**Schweden.**

Stockholm: John Jacobsson.

**Russland.**

Moskau: P. Jürgenson.

Petersburg und Warschau: Hermann & Grossmann.

Odessa: Carl Haas.

**Oesterreich.**

Wien: Bernhard Kohn.

**Deutschland.**

Hamburg: G. A. Buschmann.

Hannover: Wilh. Gertz.

Mannheim: Sohler & Donecker.

Schwerin: Anton Trutschel.

Bremen: Altenburg & Graue.

General-Depôt für Europa von Steinway & Sons in  
Braunschweig im Wehage'schen Hause, Breitestrasse  
No. 9.

Anglo-Continental dates this as  
between 1875 and 1877

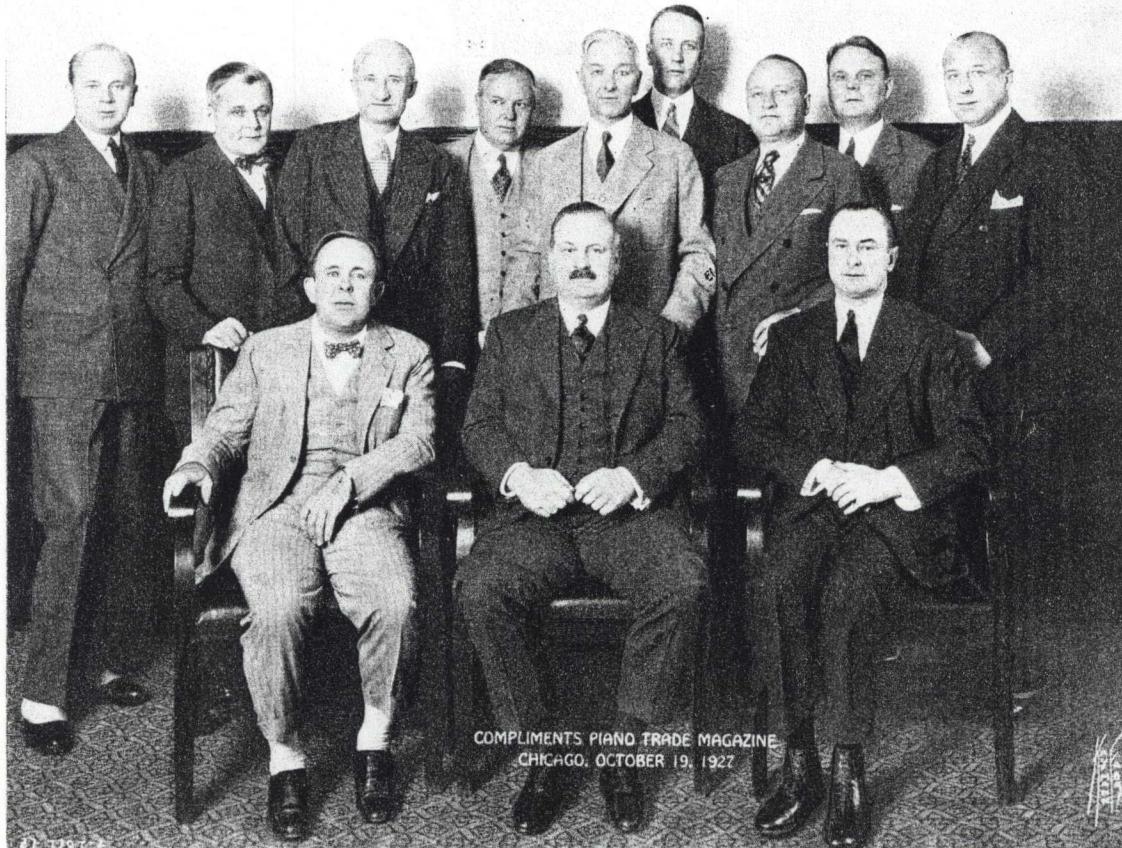
Edwin Fischer spielte bei seinem Berliner Klavierabend die selten im Konzertsaal zu hörenden 33 Diabelli-Variationen von Beethoven und gestaltete sie mit elementarer Größe und tiefer Eindringlichkeit. Wir hörten auch Bach, Strawinski und Mozart von ihm in genialer Wiedergabe.

Wilhelm Furtwängler's Auftritt mit dem Berliner Philharmonischen Orchester in London und Manchester war ein wundervoller Triumph. Das englische

Publikum wurde von den Darbietungen dieser hervorragenden deutschen Musikergemeinde und ihres überlegenen Leiters zu Beifallsstürmen hingerissen und spendete ihnen Lorbeer. Auch die Kritik lobte vorbehaltlos ihre Leistungen. Beide Konzerte in London, von denen das eine in der 10 000 Menschen fassenden Albert Hall stattfand, waren völlig ausverkauft.

Zu den Philharmonischen Konzerten in Berlin und denen des

Gewandhauses in Leipzig hat Wilhelm Furtwängler bekanntlich auch vor kurzem die Leitung der Konzerte der Wiener Philharmoniker übernommen. Als langjähriger Dirigent der Gesellschaft der Musikfreunde in Wien und als Dirigent von außerordentlichen Konzerten der Wiener Philharmoniker ist er mit dem Wiener Musikleben bereits seit Jahren fest verwachsen. Er hat sein neues Amt unter ungeheurem Jubel des Publikums angetreten.



COMPLIMENTS PIANO TRADE MAGAZINE  
CHICAGO, OCTOBER 19, 1927

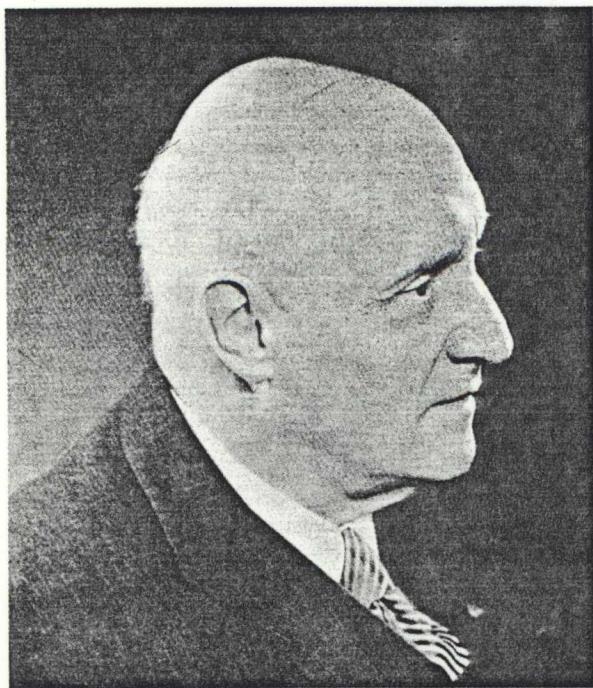
Mit gütiger Erlaubnis des „Piano Trade Magazine“ in Chicago bringen wir unseren geschätzten Lesern eine während des Aufenthaltes unseres Herrn William R. Steinway in Chicago aufgenommene interessante Gruppe, die von links nach rechts gesehen folgende Herren darstellt: (Sitzend) Marquette Healy, Vorsitzender des Direktoriums von Lyon & Healy; William R. Steinway; Paul H. Schmidt; (Stehend) Roman de Majewski, Assistent von Ernest Urchs in der Engroß- und Konzert-Abteilung von Steinway & Sons; W. B. Chrisler, Präsident der Aeolian Co., Missouri; Frederick R. Sherman, Vice-Präsident von Sherman, Clay & Co., San Francisco; R. E. Durham, Präsident von Lyon & Healy; F. W. Stephenson, Schriftführer von Sherman, Clay & Co., San Francisco; Clarence Campbell, Präsident von Knight-Campbell Music Co., Denver; Wm. H. Alfring, Vice-Präsident und erster Geschäftsleiter der Aeolian Co., New York; C. H. De Acres, Vice-Präsident von Lyon & Healy, Chicago; H. H. Fleer, Vice-Präsident und Leiter der Piano-Abteilung von Lyon & Healy, Chicago. Das Bild wurde in den Verkaufsräumen der Firma Lyon & Healy in Chicago, unserer langjährigen Vertreter, aufgenommen und zeigt uns eine Gruppe von bedeutenden Klavierhändlern, alles Freunde unserer Firma.

By kind permission of the "Piano Trade Magazine" in Chicago we bring before our readers an interesting photograph which was taken during the stay of our Mr. William R. Steinway at Chicago, showing in the front row, seated, left to right: Marquette Healy, Chairman, Board of Directors, Lyon & Healy; William R. Steinway; Paul H. Schmidt. Rear, standing left to right: Roman de Majewski, Assistant to Ernest Urchs in the Wholesale and Concert Department of Steinway & Sons; W. B. Chrisler, President of the Aeolian Co. of Missouri; Frederick R. Sherman, Vice-President of Sherman, Clay & Co., San Francisco; R. E. Durham, President Lyon & Healy; F. W. Stephenson, Secretary Sherman, Clay & Co., San Francisco; Clarence Campbell, President Knight-Campbell Music Co., Denver; Wm. H. Alfring, Vice-President and General Manager of the Aeolian Co., New York; C. H. De Acres, Vice-President, Lyon & Healy, Chicago; H. H. Fleer, Vice-President and Manager of the Piano Division of Lyon & Healy, Chicago. The picture taken in the salerooms of Messrs. Lyon & Healy of Chicago, Steinway representatives since many years, shows a group of important piano dealers all of whom are friends of our firm.

Con el permiso de la Casa «Piano Trade Magazine» de Chicago publicamos hoy esta interesante fotografía sacada durante la estadía de nuestro Señor William R. Steinway en Chicago, donde estuvo hace poco. El grupo representa de izquierda a derecha: (sentado) Srs. Marquette Healy, presidente del directorio de Lyon & Healy, William R. Steinway, Paul H. Schmidt; (parado) Roman de Majewski, asistente de Sr. Ernest Urchs en el departamento al por mayor y en la sección de conciertos de Steinway & Sons, W. B. Chrisler, Presidente de la Aeolian Co. de Missouri, Frederick R. Sherman, Vice-Presidente de Sherman, Clay & Co. de San Francisco, R. E. Durham, Presidente de Lyon & Healy, F. W. Stephenson, secretario de Sherman, Clay & Co. de San Francisco, Clarence Campbell, Presidente de Knight-Campbell Music Co. de Denver, Wm. H. Alfring, Vice-Presidente y primer Gerente de la Aeolian Co. de New York, C. H. De Acres, Vice-Presidente de Lyon & Healy de Chicago, H. H. Fleer, Vice-Presidente y Gerente de la sección de Pianos de Lyon & Healy de Chicago. Sacaron el grupo en los salones de venta y exhibición de la Casa Lyon & Healy de Chicago, que desde muchos años representa el producto Steinway. Las personas son todas almacinistas de pianos importantes y amigos de nuestra Casa.



## THEODOR EHRLICH



On August 17, 1961 Steinway & Sons received the sad news of the death of Theodor Ehrlich, who until his retirement in 1957 was General Manager of Steinway & Sons' Branch Factory in Hamburg, Germany.

Mr. Ehrlich, born in Wiesbaden, Germany, in 1880, came to this country as a young man and entered the employ of the House of Steinway in March 1904. After a few years he returned to Germany as a member of the staff of the Hamburg factory. He was appointed to the position of General Manager, in 1919. During his administration the Hamburg Branch went through many difficult times. Despite the economic disruption of the post World War I period, he was able in 1923 to complete the construction of the new branch factory at Hamburg, which is still operating today. Also, under his administration, the firm constructed Steinway Haus, in Hamburg, in 1952. This new building is the European headquarters of the firm and our main retail store in Hamburg.

The House of Steinway expressed its sorrow at the time of his death as follows: "His tenacious fidelity to his duties in the face of war, economic depression and political upheaval has always stood as an example to his fellow employees".

## MEETING OF STEINWAY SCANDINAVIAN DEALERS

Scandinavian dealers of Steinway & Sons pose at a meeting which took place on July 17-18 in the Hotel Gillet in Stockholm, Sweden.

Seated, left to right, are: Anders Backer-Grondahl, Oslo, Alfred Jorgensen, Copenhagen, Roger Lindberg, Helsinki, Herman Malmstrom, Malmo and Heimer Waidele, Goteborg.

Standing, left to right, are: Arne Waidele, Goteborg, Paul Kuhne, Manager of Steinway & Sons in Berlin and Walter Gunther, Director of Steinway & Sons' Hamburg Branch.

Mr. Gunther explains in his report: "When these conferences took place, temperatures were extremely high, and we soon took off our coats and continued in shirt sleeves!"



Henry Z. Steinway  
109 West 57  
New York, New York 10019

Richard Lieberman -

As you requested, here is my attempt to put together a list of Steinway dealers who would be worth picking up the names of while you are indexing the collection. It is a lot from memory, and from the dealer files I have here. I don't seem to have any dealer lists. I am sending a copy to Frank Mazurco who may add a few (or subtract a few). Also you have in your collection three "Tribute books" or whatever they could be called, with letters from dealers.

Charles H Steinway about 1916

Roman de Majewski when he retired. 1965

Henry Steinway when I retired in 1980

I hope this is of some help -



23 Feb 1995

List of most important Steinway Dealers for Richard Lieberman as an aid to indexing his Steinway Collection at the LaGuardia & Wagner Archive.

This is put together from what I have here - and the dates are from the diary or some other source. LaGuardia has the sales books from which exact starting and stopping dates can be determined - as well as volume of sales. Owning family name is same as store name, unless noted.

A copy of this goes to Frank Mazurco who may have additions or subtractions.

#### BOSTON

M. Steinert Over 100 years. Owning family since 1932 MURPHY

#### CHICAGO

Lyon & Healy. Since about 1860. Owned by Durham family, a descendant of Healy for many years about since 1925. Watch out also for LYON, POTTER & co. - a company formed by Steinway for the Chicago market, lasted about 10 years 1890-1900.

#### SANFRANCISCO

Sherman Clay for over 100 years. Bought inventory of predecessor co.

Matthias Gray & co. Owned by S&S

#### PHILADELPHIA

N. Stetson co. since 1890 to about 1957. Owned by Steinway. Principle executives - August von Bernuth  
Luke Moore  
Ernest Voltz

Blasius Bros. Predecessor. Since 1860

#### WASHINGTON, D.C.

Jordan Kitt. Owner William McCormick, jr.  
Campbell Music predecessor from about 1945  
Droop Bros. Predecessor from 1884  
Metzerott. Dealer from 1860. Droop worked for him.

#### NEW ORLEANS, La.

Werlein. Since about 1950  
Grunewald From 1864 (After civil war)

#### St. Louis

Steinway Piano Gallery. Owner David Slan  
Ludwig-Aeolian. owner Bob McDowell  
Aeolian co of Missouri. since 1914. Owning family Chrisler.  
Bollman Bros. Steinway owned  
J. Moxter.  
Balmer & Weber from 1858

## CINCINNATI

This is an involved story. We had SMITH & NIXON until 1880, when we cancelled them in favour of D.H.BALDWIN (Same as the present Baldwin co.)

In 1887 we cancelled Baldwin in favour of Steinert, who soon gave up and sold his business to SMITH & NIXON. Both Smith & Nixon and Baldwin acted as wholesalers throughout the area. In 1895 or so Smith & Nixon went busted owing S&S a pile of money. William started his own business in Cincinnati named E.URCHS & CO. operated by none other than Ernest Urchs.

After William's death Urchs couldn't make it, and we went with WURLITZER at that time headquarter store in Cincinnati. In 1911 we had a fight with Wurlitzer, and so started our own stores, which kept on until 1927. Manager all along was R.E.Wells, about whom I know little. Please put him in your index.

## MILWAUKEE

Bradford. I forget the name of the owning family.

Gram

Rohlfing from 1880

Hempsted from 1864

## KANSAS CITY

JENKINS MUSIC still our dealer. Owned by Hal Cowan. The original company covered a big territory in the area. Were also Band instrument wholesalers. three generations of Jenkins family involved.

## MINNEAPOLIS ST. PAUL

Schmitt Music. Since about 1950

DYER BROS. in St. Paul, from about 1870 to depression, I think.

## DETROIT

Hammill Music. Owner Tim Hoy

Grinnell Bros. The Grinnell family sold out. Ultimately owned by Jack Wainger, who created AMERICAN MUSIC STORES to buy up other stores. All went busted. Both of these have whole state of Michigan.

## PITTSBURG

Joseph Horne - a Dept. Store - manager Bob Livingston

C.C. Mellor

Kleber since 1860. Mellor bought out Kleber, I think, but don't know just when. Kleber published music also.

## CLEVELAND

HALLE BROS. - a Dept. store - owning family Halle very into pianos.

Dreher

## B UFFALO

Currently our oldest dealer. Started as Shepherd and Co. then Shepard and Denton, Then Denton & Cottier, and finally Denton, Cottier & Daniels. Now owned by Jim Trimper.

## CANADA

Originally in the 1860s on - NORDHEIMER & CO.

In the thirties we went with T. EATON & CO. with long time manager Clifford Gray

## LOS ANGELES

Fields piano Brand New Appointment. Don't recall name of owning family

Sherman Clay way back had this territory which they covered through sub dealers, and had it again when they bought out PENNY-OWSLEY co., started in the late 1930s.

Middle thirties also BIRKL-RICHARDSON and later BARKER BROS. a furniture store still in existence, I think.

And finally here is a list of Dealers who had a lot of time as Steinway Dealers, none I believe survive as Steinway dealers - or even as piano stores.

ANDREWS Charlotte, N.C.

AVERY Providence, R.I.

CLARK Syracuse, NY Also a predecessor LEITER BROS. Still active dealer Hank Murphy owner

CLUETT Troy, NY (Same family as the shirts)

DAYNES Salt Lake City (I have known 4 generations of this family) Still very active

GOGGAN Texas - had stores all over Texas, HQ. in Galveston

Hollenberg Little Rock, Ark

LEVIS Rochester, NY

RICE Columbia, S.C.

RIEDLING Albuquerque, N.M.

Siegling Charleston, S.C.

SUTRO Baltimore Two daughters had some success as duo piano team.

THEARLE San Diego, CA owner Alfred LAMotte and later Harry Callaway.

WANDER Hartford later called WATKINS

WELLS Denver. Store now owned by Schmitt Music, maintains Wells name. Still active

Whittle Dallas TX Knew three generations here.

Wilking Indianapolis S&S bought this store from Wilking, sold it to Richard Gigax, who sold it to the Kimball co. Gigax later started his own store Meridian music. Gigax just died last week.

## STEINWAY & SONS AT

# STEINWAY & S



Steinway representatives from all over the world converged on Frankfurt to attend the famed Fair and to visit with Steinway officials. Shown above are from left to right, STEFAN VERTES of Steinway Hamburg, UMBERTO DORIA, Steinway representative in Italy, SIEGFRIED MACZIJEWSKI, Steinway's Hamburg Director, HENRY Z. STEINWAY, Chairman, Steinway & Sons, ROBERT P. BULL, President of Steinway & Sons and LIONEL C. SQUIBB, Manager of Steinway's London branch.



From left to right GEOFF BRASH of Sutton's, Melbourne, Australia, LIONEL C. SQUIBB of Steinway, London and ANDERS BACKER-GRONDAHL of Oslo, Norway.



From left to right GUNTHER MUHLBAYER, Steinway dealer in Stuttgart, Germany, DONALD RAVITCH of Sherman Clay, Steinway representatives in California and Mrs. Muhlbayer.



Mr. and Mrs. TOM LEE of Tom Lee & Co., Steinway representatives in Hong Kong.



HENRY Z. STEINWAY with ALFRED JORGENSEN, Steinway representative in Copenhagen, Denmark.



ANTON RIJKEN of Rijken & de Lange, Steinway dealers in Rotterdam, Holland.



PHOTO: MARTIN ZWICK

**MAESTRO MAURICE ABRAVANEL**, long time Steinway friend and the venerable Music Director of the Utah Symphony is shown above with Mrs. Abravanel on the occasion of his 30th anniversary season with the Utah Symphony; a significant milestone for all.



PHOTO: SAM SIEGEL

Eight young composers from the United States shared in the 26th annual B.M.I. Awards to Student Composers sponsored by Broadway Music Inc., the performing rights licensing organization. Several of the composers have written works which include piano. Shown from left to right are composers Scott M. Fessler, David Snow, Mindy Lee and Tobias Picker with (center) James G. Roy, Jr., Assistant Vice President, Concert Music Administration, B.M.I.



Mr. and Mrs. VLADIMIR HOROWITZ respond to members of the international press prior to Mr. Horowitz's special concert for foreign visitors at Carnegie Hall. The above photograph was taken at Steinway Hall, sales headquarters of the House of Steinway and traditional gathering place for great musicians of the world.



Mr. HOROWITZ is shown above at Steinway Hall with John Pfeiffer of RCA Victor, at left and Henry Z. Steinway, Chairman of Steinway & Sons, at right.



**CHRISTIAN BLACKSHAW**, the much admired young British pianist and a winner in the 1978 Van Cliburn International Quadrennial Piano Competition recently visited New York's Steinway Hall and is shown above.



PHOTO: DONNAMARIE BARNES

Duo-pianists RICHARD and JOHN CONTIGUGLIA are shown above in a recent benefit performance which they gave at the Isabella Geriatric Center. The concert was made possible by Hospital Audiences, Inc. with the generous support of New York's Department of Cultural Affairs. The program included works by Mozart, Saint-Saens and Percy Grainger.

SUMMER 1978

# Steinway NEWS

A CENTURY AND A QUARTER OF SERVICE TO MUSIC



PHOTO: BRIAN G. ADSIT

**Pianist Ilse Von Alpenheim Performs the Dorati Concerto for Piano and Orchestra  
Under the Direction of the Composer  
With the Detroit Symphony Orchestra in Ford Auditorium**

## THE FRANKFURT FAIR 1978



Representatives from Polliack, Steinway dealers in South Africa are shown above from left to right, JERRY RAUCH, LIONEL C. SQUIBB of London, ALFRED STREET and Mr. BETTMAN.



LARS WAIDELE of Goteborg, Steinway representative in Sweden.



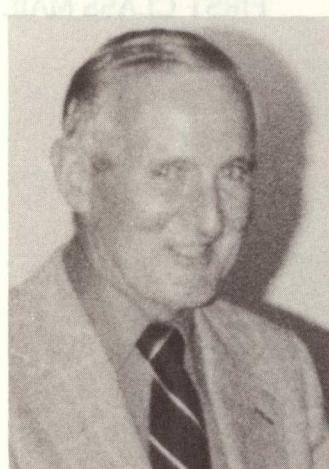
CISSI BEIERL of the firm of Karl Lang, Munich, Germany.



Mr. VAN DER ELST Steinway representative in Brussels, Belgium.



JOHN LEE, President of John Lee Pianos, Vancouver, Canada.



JEFFREY SUTTON of Sutton's, Melbourne, Australia.



PETER JECKLIN of Jecklin's, Zurich, Switzerland.



Mr. REHBOCK of Rehbock's, Dusseldorf, Germany.



Mr. HEINERSDORFF, Steinway representative in Dusseldorf, Germany.

## NATIONAL ASSOCIATION OF MUSIC MERCHANTS CONVENTION

1979

Steinway & Sons greeted many Steinway friends and representatives at the recent NAMM Convention which was held in Atlanta, Georgia. Some few are shown on this page.



Mr. Peter M. Perez, President of Steinway & Sons, with Messrs. Gerald R. Daynes, Junior and Senior, and Mr. Richard C. Gigax, Vice President of Steinway & Sons. The young man is the fourth generation of the famous music merchandising family in Salt Lake City, Utah.



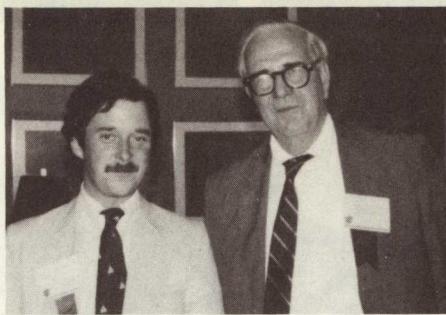
Mrs. Millie Passando of Steinway's Marketing Department with Mr. Ray Morgan of Morgan Music Company, Steinway representatives in Miami, Florida.



Distinguished visitors from abroad to Atlanta, shown with Mr. Perez, are: Mr. Alfred Joergensen (left), Steinway representative in Denmark, and Mr. Alexandre Hanlet (right), Steinway representative in France.



Steinway International - Mr. Perez is shown with Mr. and Mrs. Franz Purwin, Steinway representatives in Brazil.



Mr. Paul E. Murphy, Jr. of M. Steinert & Sons, Boston, Massachusetts, and Mr. Henry Z. Steinway.



Mr. Robert McDowell, President of Ludwig Aeolian Music Stores, St. Louis, Missouri, and Mrs. McDowell, with Mr. Perez.



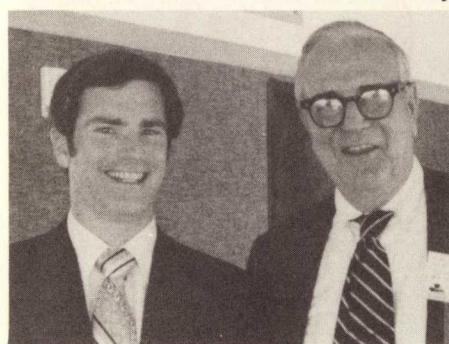
Mr. and Mrs. George Overbrook, newly-appointed Steinway representatives in Fort Lauderdale, Florida, are shown with Mr. John H. Steinway.



Mr. and Mrs. Howard Alexander, Steinway representatives in Lookout Mountain - Chatanooga, Tennessee, with Mr. Perez.



Mr. Henry Z. Steinway with Mrs. James C. Stone of Salem, Oregon, and Mr. Joseph Riddle, Manager of the Temple of Music, Norfolk, Virginia.



Mr. William H. Beasley, III, Chairman of Whittle Music Company, Dallas, Texas, with Mr. Henry Z. Steinway.



Mrs. Peter M. Perez with Mr. Robert B. Street of Claude P. Street Piano Company, Steinway representatives in Nashville, Tennessee.



Mr. and Mrs. Parham Werlein of Werlein's for Music, New Orleans, Louisiana with Mr. John H. Steinway.

STEINWAY NEWS Summer 1980

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Left to right: Philip Werlein, IV, President, Werlein's for Music, New Orleans and Peter M. Perez.



The Hotel Drake Ballroom.

During the annual Association of Music Chicago, Mr. Peter M. Sons and Mrs. Perez ga honoring the Steinway I Henry Z. Steinway, C was recognized for his industry. The photograph few of the guests who this memorable evening.



Mr. and Mrs. Mike Norris of Schmitt Music, Minneapolis, Minnesota.



Paul Murphy, Sr., President, M. Steinert & Sons, Boston, Mass.



Eric Cochran of Chicago, Ill., Grayson Nichols of Kitt's Washington, D.C., John Majeski of "M" Mrs. Cochran (Lydia Steinway) and John H. S



William Howard Beasley III, Whittle Music Co., Dallas, Texas.



Ted Korten, President, Korten's Music Co., Longview, Washington and Mrs. Robert McDowell of St. Louis, Missouri.



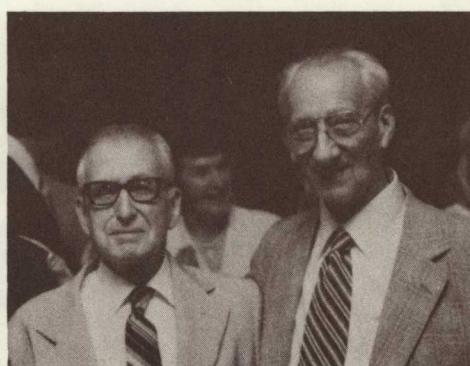
Robert P. Schmitt, President, Schmitt Music Co., Minneapolis, Minnesota and Eric Schwartz, Vice President, Sherman, Clay & Co.



Mr. Perez; Sherman, C



K. LeDair Dixon, President, Allen Piano & Organ Co., Mesa, Arizona.



Messrs. Arden and Perry Reifsnyder of Reifsnyder's, Lancaster, Pennsylvania.



Robert McDowell, President, Ludwig Aeolian Stores, St. Louis, Missouri.



Jerry Neuschwanger Music Co., Denver, C Greensboro, North C

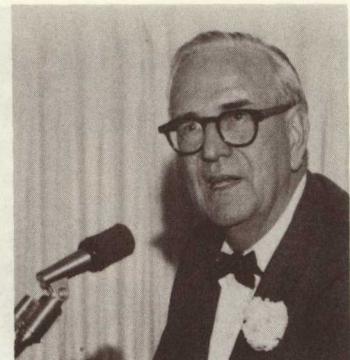
# ' IN CHICAGO

## NE 1980

convention of the National Merchants which was held in Perez, President of Steinway & gave a dinner at the Hotel Drake to the Dealer Family. On this occasion, David Joseph, Chairman of Steinway & Sons, and many contributions to the music industry on these pages show but a joined Mr. and Mrs. Perez on



Mr. and Mrs. George M. Schmidt of Schmidt Music Co., Santa Ana, California, Mr. and Mrs. William Mattlin of Mattlin-Hyde Piano Co., Cleveland, Ohio and David Joseph.



Henry Z. Steinway.



Robert G. Campbell, President, CBS Musical Instruments.



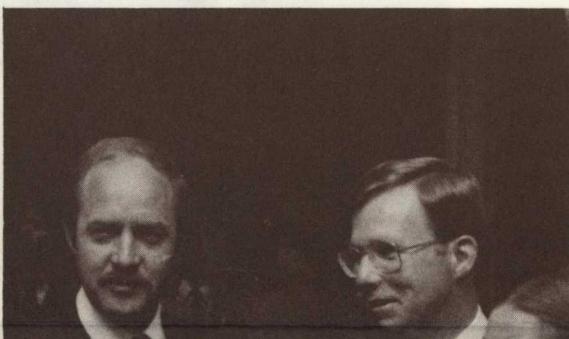
Mr. and Mrs. William Abney, of Hammell Music, Inc., Livonia, Mich., and Edward Hendricks, Hendricks Music Co., Chicago, Ill.



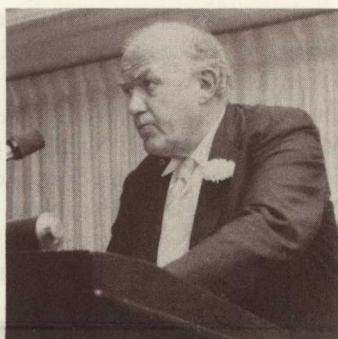
Don Ravitch, Chairman of the Board, Sherman, Clay & Co., San Francisco and Mrs. Perez.



Mrs. Fred Conklin and Mr. Conklin of Clay & Co.



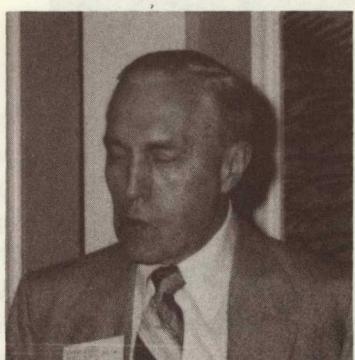
Wilmer Glasgow and H. French Forbes, Jr., President, E.E. Forbes & Sons Piano Co., Montgomery, Alabama.



Cornelius Keating, President, Columbia House, CBS Inc.



Charles Davison, President, Wells Colorado, Howard Adair, Moore Music Co., of Carolina.



Arthur W. Griggs, President, Griggs Music, Inc., of Davenport, Iowa.



Michael Krieger of Hendricks Music Co., Chicago, Illinois, and Dr. Robert Pace and Mrs. Pace of New York City.

1980

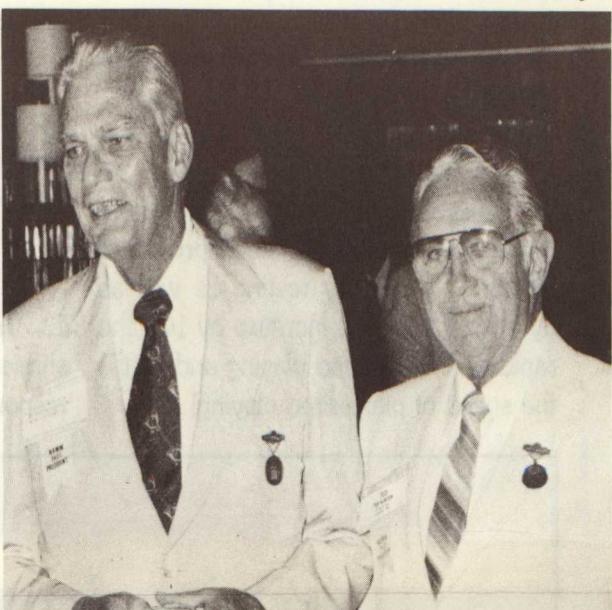
## STEINWAY DEALERS AT THE 1981 NATIONAL ASSOCIATION

The photographs on these pages show but a few of the

at the Hyatt F



Mr. and Mrs. Peter M. Perez (at left) President, Steinway & Sons with Mr. and Mrs. Richard C. Gigax, Vice President.



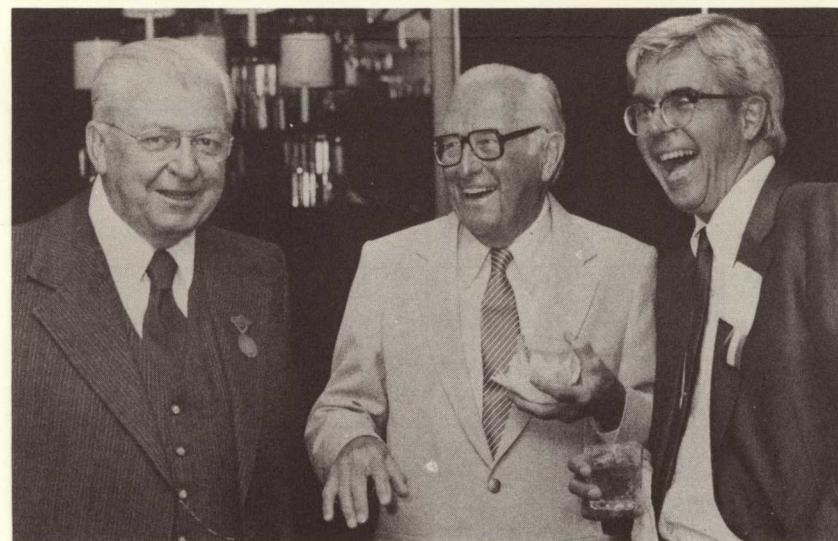
Philip Werlein IV of Werlein's for Music, New Orleans, La. (left) with Ted Korten of Korten's Music Co., Longview, Wash.



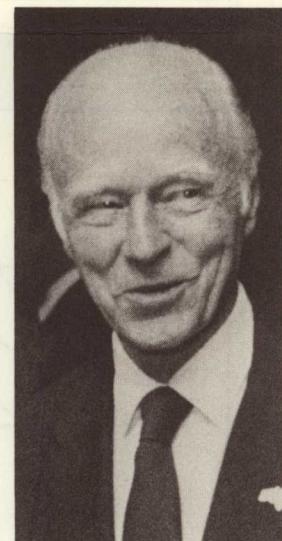
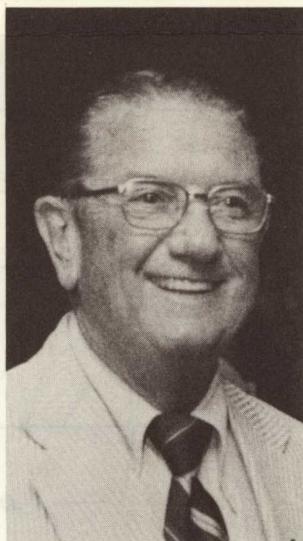
(From l. to r.) Marvin Frey and Jan Pusch of Hospo's Mr. Music, Omaha, Neb. and Larry J. Gode of Music Unlimited, Des Moines, Iowa.



Mr. and Mrs. George A. Overbrook of Overbrook Music Co., Fort Lauderdale, Fla.



Paul E. Murphy, Sr. of M. Steinert & Sons, Boston with Howard Cushing, retired head of Steinway & Sons Wholesale Dept. and Robert Schmitt of Schmitt Music Co., Minneapolis, Minn.



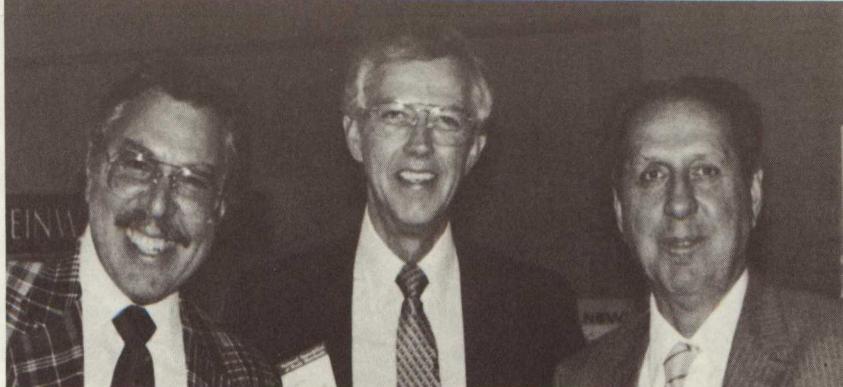
(From l. to r.) Bud Streep of Streep Music, Orlando, Fla. and Emert Rice of Rice Music House, Columbia, S.C.

## OF MUSIC MERCHANTS CONVENTION, CHICAGO, ILLINOIS

many Steinway dealers who visited the Steinway suite  
of the Holiday Inn in Chicago, Illinois.



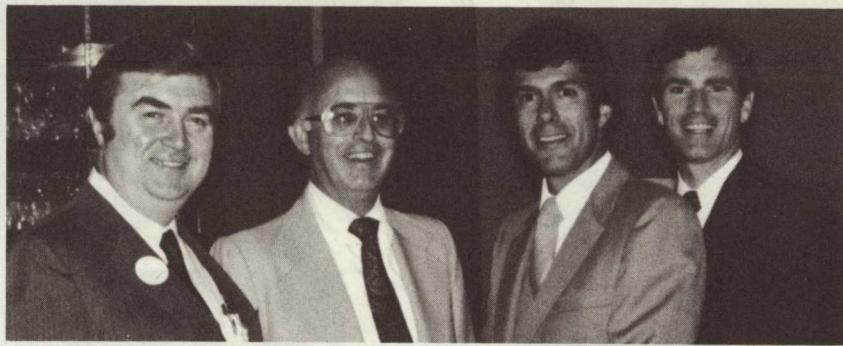
(From l. to r.) Don Ravitch and Fred Concklin of Sherman Clay & Co., of San Bruno, California, with Mrs. Peter M. Perez.



William B. Mattlin (left) and Robert S. Hyde of Mattlin-Hyde Piano Co., Lyndhurst, Ohio, with Horace Comstock, Director of Advertising for Steinway & Sons (center).



Mr. and Mrs. William H. Beasley, Jr. of Whittle Music Co., Dallas, Texas.



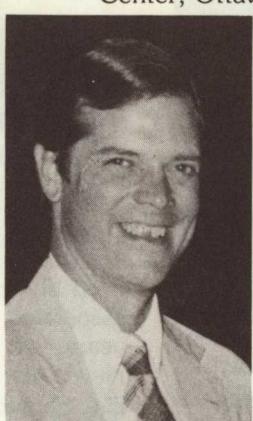
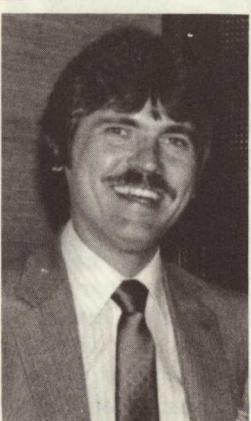
(From l. to r.) John McLaren, President of CBS Musical Instruments, with Fred Viehweg, Sal Olympio and William Beasley III of Whittle Music Co., Dallas, Texas.



Mr. and Mrs. Owen Hammond of Hammond Music Co., Idaho Falls, Idaho.



(From l. to r.) Don Johnson and Frank Riordan of Riedling Music Co., Albuquerque, New Mexico and Ken Lauzon of Lauzon Music Center, Ottawa, Ont., Canada.



(From l. to r.) C. T. Hendl of Walter D. Moses & Co., Richmond, Va., Bill Jenkins of Hendricks Music Co., Chicago, Ill., Robert Street of Claude P. Street Is Music, Nashville, Tenn., Mr. and Mrs. Harvey McDougal of Bruce Music Co., Fort Worth, Texas and Wayne Taddey of Bradford's, Milwaukee, Wis.



# Steinway

## NEWS

Editorial Board: Peter B. Goodrich  
Charles McDaniel  
David W. Rubin

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REG. U.S. PAT. OFF.



With Roman de Majewski at  
Steinway Hall, New York 1945



With Vladimir Horowitz, Oscar Levant,  
and Alexander Greiner, New York 1951



With Paul E. Murphy,  
New York



With Edward R. and Kevin Cranley,  
New York 1982



With Albert Bianchi at Steinway Hall,  
New York 1982



With Lydia Steinway Cochrane and  
John F. Majeski, Chicago 1980



With Jill Rivard, Robert P. Schmitt, and Phyllis Peabody,  
Minneapolis 1981



With David W. Rubin, Lionel C. Squibb,  
Donald N. Ravitch, and Eugene List at  
Steinway Hall, New York 1979



With Mayor McNamara and William V. Abney,  
Livonia, Michigan 1978



With Van Cliburn and Mr. Rubin at  
Steinway Hall, New York 1977

## JOHN H. STEIN

This special issue of the S  
John H. Steinway, chairman  
his over forty-four years c  
tributions to the firm have  
graphs. Here are but a few

His activities have taken  
various responsibilities a  
secretary of the corporati  
of the board of directors,  
chairman of the board.  
Steinway advertising, the  
and he has been an editor

Three hundred and fifty y  
teacher named Robert Whi  
Moore in terms that righ  
today, "A man of angel's  
I know not his fellow. Fo  
gentleness, lowness and  
quireth, a man of marvelo  
sometimes of as sad a grav



Sr. at Luchow's,  
1965



With Robert S. and C. Parke Street,  
Chicago 1968



With George A. Overbrook,  
Chicago 1968



With James C. Stone,  
Chicago 1968

## STEINWAY, CHAIRMAN

Steinway News is devoted to  
of Steinway & Sons. During  
of service, some of his con-  
been documented in photo-

him all over the world. His  
Steinway have included  
son, vice president, member  
senior vice president, and  
He has spearheaded the  
public relations program,  
of the Steinway News.

years ago an English school  
Shelton described Sir Thomas  
only describe John Steinway  
wit and singular learning;  
where is the man of that  
affability? And as time re-  
laxes mirth and pastimes; and  
city; a man for all seasons."



Steinway & Sons Board of Directors,  
New York 1969

(Photo right) With Rudolf Serkin  
and Henry Z. Steinway at the  
Curtis Institute of Music,  
Philadelphia, 1969

(Lower right) With Henry Z.  
Steinway and Theodore D.  
Steinway on "To Tell the Truth"



PHOTO: ARCH S. WELCH  
Jenkins Music Company, Kansas City, Missouri 1973

