

WHERE DOUBTS ARE DISPELLED

Under This Head Presto Will Answer Any Question Pertaining to Pianos, or Other Subjects of Direct Interest to the Trade and Musical Public

Inquiries must bear the signature and address of writer in order to receive attention. Answers thought to be of general trade interest will be published. If an answer is not of general interest it will be mailed provided stamp is inclosed.

NUNNS & CLARK PIANO.

Editor Presto-Times: I have been referred to you for data concerning a piano I am trying to determine the approximate age of.

This instrument is a small rosewood $5\frac{3}{8}$ octave affair, with beautiful square tapering legs. I suppose it is a piano; I know it isn't a melodeon. It was made by Nunns & Clark. There are no other markings of any kind on it.

Can you tell me when this company was in existence and where? It may possibly be English.

Ridgefarm, Ill. GRACE C. SAUNDERS.

The instrument named was one of the pioneer products of the piano industry in this country. Nunns & Clark pianos must necessarily have been of the smaller kind, and probably the one that you have reference to is one of the first ever produced, for the industry made six octaves as far back as 1851, during which year the Nunns & Clark pianos were exhibited, with one or two other American instruments, at the London Exposition.

The Nunns & Clark pianos in their day were considered of the very highest quality, and the one to which you make reference is no doubt a fine specimen. We do not believe the old house produced any melodeons so, without doubt, the instrument is a piano.

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WANTS WHOLESALE LINE.

Editor Presto-Times: I want to ask you for a little information which will be appreciated.

I want to get a complete line of small musical merchandise to sell at wholesale in Texas, in connection with the line I handle. Will have several men traveling over the state and this line would be an advantage and profitable if the right line could be secured.

I am the wholesale distributor for Texas for the Starr Piano Co. and have been for 10 years.

Dallas, Tex. G. H. JACKSON.

We know of no other way by which you may get in touch with a concern ready to supply you with musical merchandise in a wholesale way than writing to some such house which is doing a jobbing business.

Among such houses is that of the Wurlitzer Co., Cincinnati, Ohio. This is a good one and one which is reaching out for wholesale business everywhere. This also applies to Lyon & Healy of Chicago, we believe, though we have no direct information, and the Tonk Bros. Co., of Chicago.

There are also, of course, a number of manufacturers who might be ready to enter some arrangement such as you seem to have in mind. For instance, the Period Drapery & Mfg. Co., New Albany, Ind., is a good concern and has made similar arrangements as that which you mention.

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CHICAGO TALKING MACHINES.

Editor Presto-Times: May we ask you for some information regarding a few good makes of phonographs? We are in the market for a good line. Can you suggest the names of any manufacturers in Chicago or elsewhere that are as good or along the line of Victor, Columbia, Edison, Brunswick? Also we are wondering if the Vitanola Co. and the Mellowtone Distributing Co. are not one and the same, and what happened to the Vitanola Co.

Spokane, Wash. ROBT. B. OSUND.

While, of course, there are not so many phonograph industries as there were a few years ago, today the most conspicuous are, as you probably know,

Victor Co., Camden, N. J.; Columbia of New York; Edison of New York; Brunswick-Balke-Collender of Chicago.

A number of others in Chicago include the following:

Chicago Phonograph Mfg. Co., W. W. Kimball Co., Gable Entertaining Co., Fuehr & Stemmer, Consolidated Talking Machine Co.

It is not our understanding that the Mellowtone Distributing Co. has a factory and it is probable they secure instruments of the concern named by you. For a long time the Goldsmith Piano Co. of Chi-

cago also produced very good popular phonographs and they may still have some on hand.

The address of the Vitanola is given as 666 Lake Shore Drive, Chicago.

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ORGANS OUT OF TUNE.

Editor Presto-Times: We have a photoplayer in the State Theater here and it was installed about three years ago. But the reed organ in it is now badly out of tune. Do all those instruments get out of tune?

Is it because it is poor quality in the reeds? I'd like to have explained about that.

Inclosed please find \$2 for renewal of the Presto-Times.

Zumbroota, Minn. JOHN A. BORAAS.

Reeds are very liable to get out of tune, and they can be as quickly put in harmonious condition as the strings of a piano. Presumably your local tuner can attend to that for you, with very little expense. It is not necessarily because the reeds are of poor quality that they do not stay in tune. The same influences affect them as cause strings of a piano to get out of tune, or very similar.

It would be wise for you to discuss the matter with the first good tuner you come in contact with.

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THE "GERHARD" PIANO.

Editor Presto-Times: Kindly let me know who makes the Gerhard piano. Do you publish any Piano Buyers' Guide?

Lake Mills, Wis. C. A. OEHLER.

The Gerhard piano was made by the late H. P. Nelson at a time when the H. P. Nelson Piano Co. was doing business in Chicago. The name Gerhard is that of Mr. Nelson's son. We do not believe any instruments bearing the name are now being produced.

PRESTO BUYERS' GUIDE, about which you ask, is one of our publications and a copy of the book is now presented to new subscribers to Presto-Times. It is "the book that sells pianos."

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NICKEL-IN-SLOT SUPPLIES.

Editor Presto-Times: Kindly let us know where to procure parts for a nickel-in-the-slot electric piano manufactured by the Automatic Musical Co., Binghamton, N. Y.

Harrisburg, Pa. TROUP BROS.

We do not know what concern manufactures electric piano parts adaptable to the Automatic Musical Co. instrument, formerly produced at Binghamton, New York.

The Western Electric Piano Co., 832 Blackhawk street, Chicago, can furnish all the standard parts for nickel-in-the-slot machines, as presumably can the Operators' Piano Co., 715 North Kedzie avenue, Chicago.

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COIN OPERATED PHONOGRAPHS.

Editor Presto-Times: As a subscriber of your Presto-Times we would be pleased if you would send us, as soon as possible, the names and addresses of manufacturers of coin operated phonographs.

REX SALES COMPANY.

Green Bay, Wis.

For some time the Mills Novelty Co. of this city made a specialty of that kind of instrument, but we understand they have discontinued that specie of phonograph.

Not long ago Mr. H. S. Lavine of Oil City, La., president of the National Manufacturing Co. of America of that city, was preparing to produce a multiple coin slot instrument, such as you seem to want. It might be well for you to address that gentleman.

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BOOKS ON PIANOS.

Editor Presto-Times: Enclosed find 50 cents for which send us the 1927 edition of the "Presto Buyers' Guide."

Can you tell us where we can obtain a pamphlet on pianos, or music in general, that would be suitable to mail out to prospects each month. We could have one of these pamphlets printed ourselves, but usually there is a pamphlet gotten up by a house,

and they can sell them to music stores cheaper than we could have them printed ourselves. They would be printed in a more elaborate form. If you know where we can obtain same we would be pleased to have the information.

RORABAUGH-WILEY DRY GOODS CO.
Hutchinson, Kas.

We suggest that you write Mr. C. L. Dennis, care Music Industries Chamber of Commerce, 45 West 45th street, New York City, asking for pamphlets on pianos and the music trade in general. The concern named issues a number of such publications and without doubt they will be glad to accommodate you.

We believe, also, that "Presto Buyers' Guide" will prove helpful to you and your salesmen in the piano department.

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PHONOGRAPH REPAIRS.

Editor Presto-Times: In looking over one of your 1920 Presto Trade Lists, No. 2, I notice Widdicomb Furniture Co. is located at Grand Rapids, Mich.; but my customer tells me they have gone out of business.

I have a part to a phonograph that was sold by these people which requires a new "fibre gear" and I would like some information in regards to how to locate the manufacturer of the phonograph, or some one that is familiar enough with the phonograph to replace the gear.

W. W. HERALD.

Sandwich, Ill.

The Widdicomb Furniture Co. of Grand Rapids, Mich., at one time made phonographs. So far as we can ascertain the concern is out of business.

We suggest that the Piano Repair Shop, 339 South Wabash avenue, Chicago, may be able to furnish you with any repairs of the kind about which you ask.

W. S. LANZ JOINS SCHILLER.

W. S. Lanz, formerly traveling representative of the Brinkerhoff Piano Co., Chicago, has joined the force of travelers of the Schiller Piano Co., Oregon, Ill., and will soon call on dealers exploiting the merits of that extensive line. Mr. Lanz is well known to dealers throughout the country.

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