

TRADE EVENTS IN NEW YORK FIELD

(Continued from page 7.)

Steck Grands in Period and Art cases. Instruments of many famous makers are included and they present values which cannot be equalled outside of an Aeolian sale."

Griffith Company to Move

The Griffith Piano Company, now located at 1018 Broad street, Newark, N. J., is holding a special sale of the instruments it represents at its present number, in preparation for removal May 1 to its new building, sixteen stories high, at 605 Broad street. This building will contain an auditorium seating 650 people.

Presto-Times correspondent had a chat with P. O. Griffith, treasurer of the company, on Monday of this week. He also talked with George L. Wheeler, V. Bucher who, by the way, was in Chicago for three years; L. J. Reinhardt and L. G. Becker.

Mr. Griffith said: "I believe business for 1928 will be very good. It is picking up every day."

The Griffith Company are representatives in Newark of the Steinway, the Sohmer, the Aeolian, the Brambach, the Lester and the M. Schulz Co firms.

Wurlitzer at Perth Amboy.

Perth Amboy, N. J., Evening News has published a Silver Jubilee Edition in which they announce "Twenty-five years of Progress in One of the Leading Industrial Cities of New Jersey." Among the musical instrument houses advertised in that issue is one by the Edward Piano Company, 198 Smith street, Perth Amboy, who announce the representation of the Wurlitzer Upright Treasure Chest of Music.

Represent a Good Line.

Landay Bros., 726 Broad street, Newark, N. J., have in their display window an Estey piano, a Kimball, a Behr Bros., and an Auto-Art instrument.

Trade Coming Back, Says Lauter Man.

A. Unvervagt, secretary of the Lauter Piano Co., was met on Monday by Presto-Times correspondent at the Lauter factory, 224 Sussex avenue, Newark. Mr. Unvervagt said: "The piano trade is coming back. We are confident that it will come back still more within the next few weeks."

Manufacturing for Lyon & Healy.

L. A. Elkington, manufacturer of metal specialties and musical products at 220 East 34th street, counts among his customers Lyon & Healy of Chicago. "I specialize in making metal hardware for banjos, and my business is chiefly with small goods houses," said Mr. Elkington. "I have no trade from strictly piano men. My trade is very active; in fact, it is good right now," he added.

Chickering William and Mary.

A smart William and Mary Period Baby Grand Chickering is offered in this week's ads, New York, by Chickering & Sons, Inc., 27 West 57th street. It is described as "a luxuriously artistic evidence of unerring taste—a Chickering, a revelation of musical perfection. The Chickering is obtainable in over 25 different styles."

Some Good Export Trade.

A call was made upon L. Bromberg, of the Howard Stowers Co., Inc., 82 Brown place, the Bronx, New York, on Tuesday afternoon of this week. Mr. Brom-

berg has been a wholesale piano man of extensive travels for many years, and he has specialized in export business. He said there is no better end of the trade than exporting pianos, but it is best always to make it cash trade. He had sent 34 instruments to Spain in two months this year. Cuba would be a good market right now were it not for the duty, some 50 per cent, which made trading with Cuba prohibitive.

Celco Secretary Plans to Move.

Walter A. Hall, secretary of the Celco Corporation, has rented space in the new Salmon Tower Building, 11 West 42nd street, New York, and plans to remove his offices there soon. He is now on the ninth floor of 36 West 44th street, New York. But the offices of J. H. Shale, head of the Celco Corporation, will not be with Mr. Hall. Mr. Shale has not yet chosen a location for his New York headquarters.

A Talk with Mehlin Superintendent.

"Trade is improving," said Clifford W. Hahn, factory superintendent of Paul G. Mehlin & Sons on Tuesday of this week to Presto-Times correspondent at the office of that company's plant in West New York, N. J. "We've noticed a change to more active ordering in the last two weeks and it will not be long now until much better conditions will arise, with spring coming on, more people employed and a general settling down on the candidates for President of the country."

CHARLES C. CURTISS, MANAGER OF FINE ARTS BUILDING, DIES

Man of Splendid Personality Had Long Association with the Music Trade.

Charles C. Curtiss, manager of the Fine Arts Building, Chicago, who died last week, had early associations with the music business, and piano men will recall his activities in the Meyer & Weber Piano Co. In fact, most of his years were taken up with music trade activities in Chicago.

In the years directly after the war he was a salesman for Field, Palmer & Leiter, later being connected with Lyon & Healy as a bookkeeper. Then he was a partner in the music publishing house of F. S. Chandler & Co. Later he was manager and treasurer of George F. Root & Sons Music Company, then president of the Manufacturers Piano Company, and later the founder of the Fine Arts Building.

Mr. Curtiss was projector of the Fine Arts Building and had been its vice-president, treasurer and director during the thirty years since it was remodeled from the Studebaker Building. Through Mr. Curtiss' management the building acquired the high class character it has today.

He was a son of James Curtiss, who was twice mayor of Chicago. He was married in 1877 to Addie Louise Miller, who survives him, as do three children, Mrs. James Hall Marshall of Boston, Mrs. Walter O. Wilson of Winnetka, and James Curtiss of Chicago.

He was a member of the Legislative Voters' League, the Illinois Civil Service Reform League, the Citizens' Association, the Municipal Voters' League, and a charter member of the Apollo Musical Club. He also was a member of the Chicago Academy of Sciences, the Chicago Historical Society, and of the Loyal Legion, and was likewise a member of the Chicago and University clubs and the Cliff Dwellers.

GULBRANSEN DIVIDEND DECLARED ON COMMON STOCK

At Meeting of Directors Last Week A. G. Gulbransen Points to Sound Condition of Company.

A dividend of two per cent on common stock was declared at a meeting of the directors of the Gulbransen Company, Chicago, held March 30, at the company's office. The payment will apply to stockholders of record, March 31, and will be payable April 20.

Earnings of the company are on a stable basis, and have enabled regular payments to be made on the preferred and common stock issues, for a number of years past.

President A. G. Gulbransen made a statement, following the meeting, to the effect that the dealer-organization of the company is in better shape than it has ever been in its history. As many points the Gulbransen Company's dealers have increased the man-power of their stores and in others selling has been established on a more efficient, more modern basis. In other ways, also, the company's intensive campaign in the interests of improvement in the retail piano business, is bearing fruit.

Mr. Gulbransen emphasized that the company is wholly dependent on the rise and fall of its retail dealer organization, having no retail outlets of its own, either in Chicago or elsewhere in the country. The company is enjoying unusually close contact with its dealers as a result of the important regional meetings taking place this year and which will spread a blanket of constructive selling-advertising-credit practice over the country.

HEATON JOINS WELTE-MIGNON

W. B. Heaton has joined the forces of the newly organized Welte Mignon Corporation, 665 Fifth avenue, New York. Mr. Heaton was formerly president of Auto Pneumatic Action Co., and is noted as an expert in the reproducing and roll field.

Fred W. Peabody, Inc., is the name of a new business at 34 State street, Newburyport, Mass. B. J. Simmons is manager.

TOO LATE TO BE CLASSIFIED.

POSITION WANTED

By man capable of managing general music business or piano manufacturing seeks position. Extensive experience in retail, wholesale and manufacturing lines with important music houses. First-class references. Address "Manager," Box 8, PRESTO-TIMES.

CONSIGNMENT ACCOUNTS.

Party close to prominent and first-class piano manufacturing concern will supply instruments to reliable parties and give local agencies. Can finance entirely or aid in financing sales. Address "Finance," PRESTO-TIMES.



The CABLE COMPANY

Makers of Grand, Upright and Inner-Player Pianos, including Conover, Cable, Kingsbury, Wellington and Euphonia.

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Reliable Grand, Upright and Player Pianos

JEWETT PIANO CO., Boston Factories: Leominster, Mass.

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WESTERN ELECTRIC PIANO CO., 832-850 Blackhawk St., Chicago, Ill.