

PRESTO-TIMES WANT ADVS.

PIANOS WANTED

Second-hand and special lots of new and repossessed grand and upright pianos. We refinish and put in first-class salable condition for dealers. Dealers' trade desired.

Entire stocks of new, second-hand, distressed pianos bought for cash.

Receiver's sales of instruments solicited.

Studio and period models of grands from factory, dealer or warehouse particularly desirable.

Write what you have to sell and what you want to buy. Address:

"Buyer-Seller," care of Presto-Times.

LARGE UPRIGHTS WANTED

THIS advertiser is in the market for about a dozen uprights standard make, size 4' 1" to 4' 6". They must have ivory key fronts, copper wound bass strings, spruce sounding boards and a good tone and musical quality. Address UPRIGHT BUYER, care of PRESTO-TIMES.

AN EXPERT WHO IS CARRYING ON AN EXPERT BUSINESS

L. E. McMackin, proprietor of the McMackin Piano Service, the well-known piano key recovering business of Des Moines, Iowa, is not only interested in commercial and industrial pursuits of the trade but he is a musician of repute. For many years Mr. McMackin has played on various band and orchestral instruments and is always interested in professional musical enterprises.

In writing of the great competitive band convention recently held at Des Moines, Mr. McMackin says: "I heard several of the performances given at this convention and I take my hat off to them. Some of the performances were really great and for youngsters, boys and girls, much of their work astonishingly excellent." Continuing in a letter recently received from Mr. McMackin he writes: "Who dares to say that we should cut music out of the schools. Has such an individual ever played a horn; does he know the thrill one gets who plays some kind of a musical instrument? And does such a person realize or if he does realize does he appreciate the mental activity required in studying music? I sincerely believe, as tests have already shown, that students who play in band or orchestra develop quicker thinking and are more successful in their grades and all studies than those who are not musical and do not take any interest in music."

Mr. McMackin has had a wide experience in music as well as in his business activities. He first took up the violin, then the baritone horn, playing in various bands and orchestras and has done a good deal of work in church music. Finally after drifting about he went with the Smith & Barnes Piano Company, Chicago, and worked in other piano factories. Mr. McMackin says that the small goods department of a music store helps materially in the promotion of pianos. The small goods, cornets, trumpets, saxophones, sheet music and all kinds of musical instruments help to bring the piano into the home. It will be readily seen and appreciated that the McMackin Piano Service under the personal direction of Mr. L. E. McMackin is well fitted to give the most satisfactory service to its patrons.

THREE ARE STILL HERE; TWO ARE THERE

Upwards of a quarter of a century ago five men, each of whom gained distinctive prominence in the music trades and industries, were working together side by side, bench to bench, hammer to hammer, and string to string, in a then active Chicago piano factory, a manufacturing enterprise that was forging ahead at high pressure under the push and activity of Will L. Bush. Of these Bush & Gerts factory co-workers, J. P. Seeburg was an action foreman, Max Richsteig was a regulator foreman, Charles Stanley, assistant factory foreman, G. H. Reichert was a tone regulator and H. P. Nelson, foreman in a case-making department. The first three of these gentlemen named are still alive and consequently happy, but Nelson and Reichert, good and jolly souls they were, "ain't here no more."

THEY ARE GLAD TO GREET HIM AGAIN

After an early-summer vacation, Charles Howe of the Wurlitzer Grand Piano Company staff of sales representatives, is back in the field of active work and has recently been visiting the trade in central west territory. Mr. Howe is bringing about some excellent trade connections and current delivery orders, a trade which indicates that he is going to do his share toward making 1934 a record year of production at the big Wurlitzer factories of De Kalb, Illinois.

Irving Peterson has opened a piano and repair shop at 4145 Lawrence avenue, Chicago.

NEW AND SECOND-HAND STOCKS WANTED.

WANT to get in touch with manufacturer or large dealer who has a large stock of new and second-hand pianos that he wants turned into paying paper. Have just completed over six hundred sales within the last two years. Want only straight commission proposition. What have you to offer a producer? Address: PRODUCER, care of PRESTO-TIMES, Chicago, Illinois.

AVAILABLE

Traveler or Retail Sales Manager; Piano Department. Exceptional sales record; broad experience. Ten years' wholesale and special sales work assisting dealers East and West. Excellent references. Address "Available," Box 1-7, Presto-Times, Chicago.

UPRIGHTS WANTED: Wanted carload or more; fifteen to twenty-five upright pianos, small or medium size. One truckload can be sent from Chicago. Give condition and approximate price. Address: Upright Buyer, care of Presto-Times.

Have you a customer that wants a particular type of any second-hand instrument? Advertise for it in the PRESTO-TIMES classified columns

ANOTHER NOTABLE SPINET GRAND AGENCY

In announcing the exclusive representation of the Mathushek Spinet grand piano the J. W. Green Company, Toledo, Ohio, say that "in this new and different type of piano you find the graceful lines of the old Spinet of our grandmother's day. In it has been incorporated a somewhat different modern instrument that has a keyboard of eighty-five notes. It has a beautiful tone and is an extremely graceful piece of furniture."

TWO GOOD STEINS—OF MUSIC.

As one hears the broadcast of entertainments of the day at A Century of Progress Exposition it is well to bear in mind that the "Charles Stein recital," as announced, is for the demonstration of the Therman and Emicon instruments, while a Charles Frederick Stein announcement would be a piano recital of the Charles Frederick Stein exhibit. The Therman and Emicon demonstration by Mr. Stein is an exposition attraction sponsored by the exposition as one of its own features while the Charles Frederick Stein piano is a regular exhibit located in building number 3 of General Exhibits Building.

THE AMPICO STILL MUCH ALIVE

The Will A. Watkins Company, Dallas, Texas, in speaking of the Ampico player of the Chickering and other Aeolian-American instruments sold by Watkin, quote a Dallas teacher who recently made this statement concerning the Ampico: "Of all the many services you render teachers, the finest of all is the opportunity offered them and their pupils of hearing the great pianists on the Ampico at your store."

A GOOD ITEM FOR WINSTON-SALEM

A new piano and general music store is opening at Winston-Salem, N. Car., the proprietor of which is a piano man of long experience and who has been connected with prominent music houses. This gentleman recently visited New York where he made new purchases for his business and is looking forward to a visit to Chicago and other Western points.

He also anticipates several days' visit at A Century of Progress Exposition.

The Story & Clark Piano Company are aiding their representatives very materially in the splendid advertising service which they render for their dealers, a service which aids them greatly in their advertising and in attracting customers. This service consists of a layout of advertising matter for systematic use which can be used to great advantage by every Story & Clark dealer and is a service well worth making use of.

Story & Clark dealers or others interested in a Story & Clark agency should write to Story & Clark Piano Company, 173 North Michigan avenue, Chicago, for further information on this advertising and publicity help to dealers.

KURTZMANN

The Purchase by Wurlitzer of the Piano Inventory of C. Kurtzmann & Co., Consisting of Several Hundred Grand and Upright Pianos, Together with all the Scales, Patterns, Forms, Jigs and Dies Necessary for Continuing the Manufacture of Kurtzmann Pianos.

Important in music trade events of late was the purchase by Wurlitzer of the entire piano inventory of C. Kurtzmann & Company, Buffalo, consisting of several hundred Kurtzmann grand and upright pianos and all scales, patterns and other paraphernalia of every kind necessary in manufacturing the Kurtzmann pianos. In securing this famous piano Wurlitzer interests come into possession of an important and interesting asset; a product and a name that have been for many years bright in the fame and history of Buffalo.

No one name in all the legends and records of the Niagara metropolis; no industry or enterprise has contributed more to the fame of Buffalo in far away lands as well as at home or done more to keep that city on the commercial and industrial map than the name Kurtzmann; the Kurtzmann piano.

More than a quarter of a million of Kurtzmann pianos have passed out of Buffalo, distributed to every commonwealth of the Union; to all important cities, to musical and cultural centers, thus finding their way to thousands of homes where the name, Kurtzmann, "The Piano that Endures," has been familiarized.

The Kurtzmann piano was established in the late forties of the last century and thus, for more than eighty years, has been a product of American piano manufacture and for many of these years a prime favorite. In the early years of its manufacture various important improvements were added; one of these was a lengthening of the keys whereby, without producing any disparity of action or of key movement, a lighter and easier touch was gained. A patent was also taken out on a wrest plank, and another on a type of agraffe bar which, as stated at the time, secured a steady and reliable tone production without liability to rattle. It goes without saying, then, that the Kurtzmann manufacturers, the makers at the bench, in office and salesroom, have long lived up to the ideal that every Kurtzmann piano should be a musical and artistic masterpiece of which it could be truthfully said that, "it is a piano higher in value than it is in price."

But the trade generally and Kurtzmann dealers in particular will want to know, "How about the Kurtzmann today"; how about being supplied with Kurtzmann pianos for our present needs. Presto-Times is informed that a sufficient supply of all models, grands and uprights, is on hand to meet demands for a considerable length of time ahead. Other information from the Wurlitzer Grand Piano Company, De Kalb, Illinois, where the entire inventory has been shipped, is that continuing manufacture on Kurtzmann's will probably not start before the end of this year or in early 1935. As already stated there is an extensive supply of all models ready for immediate shipment.

It is advisable, therefore, to get in correspondence with the Wurlitzer Grand Piano Company, De Kalb, Illinois, concerning Kurtzmann agencies and all requirements of regular Kurtzmann dealers. All data at hand show that Kurtzmann business generally and Kurtzmann sales are proceeding right along in the regular way and that dealers can be supplied with instruments as long as the present supply lasts.

The Kalamazoo Musical Instrument Company is opening a music store and a school of instruction at 412 South Burdick street, that city. This business is operated by E. G. Cornhill and Charles Martelle. Several studios have been arranged in the store where instructions will be given in the playing of various musical instruments.

MUSIC PRINTERS

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