

PIANO EXHIBITS AT CONVENTION

(Continued from page 20.)

will be as enthusiastic in this new finish as we have become. It has a beautiful luster, is smooth as glass, shows up the life of the veneer the same as the high polished varnish and has all the advantages in so much as it will not check, crack, chip, mar and is doubly appreciated by the housewife as it is very easily kept clean.

"We are proud of this new line and believe that the dealers will be equally enthusiastic if they will only spend sufficient time giving these patterns of ours 'the once-over.'"

SCHAFF BROS. CO.'S SURPRISE

Two-Tone Finish Cases From Huntington, Ind., Factory, Will Also Delight Convention Visitors.

The Schaff Bros. Co., Huntington, Ind., will show its full line of pianos and players at the Drake Hotel, Chicago, during the week of the trades conventions and will specially feature its line of two-tone finish pianos. Many handsome Schaff Bros. Co.'s models, finished in two-tone effects, will be on view and will prove a delight to all visitors and a surprise to many.

Eastern dealers have been given an opportunity to see the two-tone pianos. Exhibits in New York and Philadelphia have proved of considerable interest to the trade centering on these points. The show at the Drake will enable dealers from all over the country to see the new productions from the Huntington factory.

DISPLAY OF MOTOR PLAYER

Drake Selected as Location of Exhibit by Makers of Electora Reproducer.

The Motor Player Corporation, 340 West Huron street, Chicago, will display a new instrument at its convention display rooms in the Drake Hotel, that

will command more than passing interest during the week of the big music trade meetings. It is the new Multi-Reproducer, which will play eight reproducing rolls in succession, or independent of each other.

The unit consists of a reproducing piano and cabinet. The rolls are inserted in the cabinet, which is connected to the piano by a cable, and by means of pressing buttons, which may be located on the cabinet, or at any other desired point in the home, any of the eight rolls may be selected to be played.

The Motor Player Corporation also manufactures the Electora Reproducer, and the Electora pump, which are used as standard equipment by thirty-five of the leading piano manufacturers of both grand and upright pianos.

BAY PIANOS "NOT SAMPLES"

H. C. Bay Co. Exhibit at the Drake Includes Only Pianos of Regular Stock.

The H. C. Bay Co., with offices in the Republic building, Chicago, will exhibit its line of pianos at the Drake Hotel. J. S. Purcell, manager, announces that all the pianos which will be exhibited will be from the company's regular stock. The H. C. Bay Co., he states, does not engage in the practice of manufacturing special sample pianos for convention exhibition.

MEET THE STRAUBE FORCES

Big Array of Enthusiasts Will Tell About Straube Products at Drake.

What the progressive Straube Piano Co., Hammond, Ind., is doing in piano and playerpiano producing will be shown to the visiting trade at the convention at the Drake Hotel. The exhibit will show what a thoroughly modern factory headed by men with extensive manufacturing experience is capable of producing. In addition to the piano lines

the Artronomie player action, installed only in Straube pianos, will be on exhibition.

Those who will attend the convention and meet the dealers in the Staube suite will be: E. R. Jacobson, president; C. H. J. Thorby, vice-president; J. F. Jacobson, secretary, and the following belonging to the Straube sales organization: A. T. Schuldes, J. R. Adams, W. G. Betz, W. S. Robertson, J. N. England, J. A. Terry, L. J. Vierson, J. R. Huckins.

TO SHOW LUDWIG WINNERS

Award Winning Pianos of Ludwig & Co., New York, to Be Shown at Convention.

The progressive, energetic and reliable methods of the Ludwig & Co., New York, will be represented in a display of pianos and players at the Drake Hotel during the annual convention. The exhibit will show why the Ludwig is sought by discerning piano buyers from coast to coast. In addition to the Ludwig uprights, grands and players the exhibit will include the Ludwig Reproducing Piano, an instrument of superiority and distinctive character.

The trade visiting the exhibit will be shown the merits of the Ludwig playerpiano equipped with the Ludwig Unit Valve Player Action. The unit system permits each valve to be removed separately and appeals to the customer, the dealer and the maintenance man.

The agreeable corps from the New York industry who will meet the visiting trade in the Drake exhibit will be: C. A. Ericsson, J. J. Bryan, R. E. Briggs and C. C. Jamison.

BIG BUSH & LANE DISPLAY

Uprights, Grands, Players and Talking Machines to Be Shown in Rooms at Drake.

The Bush & Lane Piano Co., Holland, Mich., in its exhibit at the Drake Hotel during the convention from June 4 to 7 will show the extensive line which gives the company its country-wide prominence. It will include the Bush & Lane pianos in all models, Victor pianos and Cecilian playerpianos. The suc-

(Continued on page 26.)

J. BRECKWOLDT
President

W. A. BRECKWOLDT
Sec'y and Treas.

JULIUS BRECKWOLDT & SON, Inc.

Specializing in the Manufacture of
**PIANO BACKS,
 SOUNDING BOARDS,
 BARS, BRIDGES,
 TRAP LEVERS AND
 HAMMER MOULDINGS**

Main Factory and Office

DOLGEVILLE,

NEW YORK

Saw Mills

FULTON CHAIN and TUPPER LAKE, N. Y.

WESTERN REPRESENTATIVE

CENTRAL STEEL & WIRE CO.

119-127 N. Peoria Street

CHICAGO, ILL.