

was located at 925 Pennsylvania avenue and in 1910 their present location at 1300 G street was taken over.

The next gentleman on the advisory board, J. A. Turner of Miami, Fla., was at the time he served in business at Tampa but is now carrying on at Miami.

A correspondent of Presto-Times who recently visited Past President Ed. J. Butler at Marion, Ind., says: "Ed looks fine, happy and well." And well he may! He has a good business, well conducted and producing excellent profits. His son, Robert, who went into the business with him about a year ago, after graduating at DePauw University, is making good and is a great help to his dad and the entire Butler Music Company business. Mr. Butler has since written Presto-Times in response to an inquiry in which he says: "Both Bob and myself are very optimistic as to the future of the piano business. Our business is showing a healthy increase right along. I was sorry I could not attend the executive meeting in Chicago last winter or the convention this year in New York, but intend to take more of an active interest in association affairs from now on."

Mr. De Forest has been an exceedingly consistent and painstaking member of the association and on the committees and advisory boards where he has served. Mr. De Forest informs us, and which is generally well known among his associates, that he has attended all of the national conventions since the one at Buffalo, N. Y., away back in 1910, except the one at San Francisco. Mr. De Forest also informs Presto-Times that he has not failed to attend a meeting of the mid-winter conferences since 1910, except the one of 1936-1937 held in Chicago. Mr. De Forest is a strong association man and says that he owes any success that he has had in business to his association with the strong men of the music trade. "I always felt that a small dealer could not afford to miss the opportunity of rubbing shoulders with the men who are doing things in the piano world," said Mr. De Forest.

R. N. Watkin of Dallas, Tex., succeeded his father as president of the Will A. Watkin Music House and is now one of the influential men in public life of Dallas as well as one of the most prominent men in the music trade of this country. He was president from 1923 to 1924 and has attended nearly all the conventions since that time as well as most of them for several years before he was president.

W. W. Smith, who served the association as president for the term of 1924-1925, is carrying on in business today as president of the J. W. Green Company, Toledo, Ohio, just about as when he was the head of the Music Merchants' Association. Mr. Smith presided at one of the most interesting conventions of the association when the convention was held at the Drake Hotel in Chicago, this being its twenty-fifth convention.

In making a report of this gathering, Presto-Times of May 30, 1925, says:

"It is admitted that at this, the 25th meeting, there will be much of the fraternal feeling and congeniality among the members and many will recall the events leading up to the formation of the association Thursday afternoon, May 15th, in the Moorish Room of the Hotel Hoffman of New York in 1901. At the convention of the piano manufacturers the year before a resolution was adopted recommending united action by manufacturers and dealers to provide a remedy for certain evils in the trade, and an invitation was extended to the leading dealers of the country to take part in a joint session where a topic of mutual interest might be discussed. So, when Col. Hollenberg suggested that the dealers present at the joint session in the Washington Post Room of the Hoffman House go to another part of the hotel and form an association of their own they went to the next floor and in the Moorish Room of the Hoffman House the new dealers' association, named the National Piano Dealers' Association, was formed. It was a joyous event at which the rite of burying the hatchet was inaugurated, a spontaneous, friendly affair which laid the groundwork for the congeniality which distinguishes the National Association of Music Merchants today."

Of Edmund Gram, who served from 1917 to 1918, only a small fraction of this gentleman's activities can be referred to here. Mr. Gram is a specimen of the well-balanced artist, professional, commercial, industrial combination type. Had he not engaged in a commercial pursuit at the time he did he might have become professional, or had he not secured a Steinway piano agency at the time he did, he might have chosen the profession. He was enamored by the Steinway piano and a Steinway agency seemed everything to him. Mr.

commercial have kept him the very busy man we find him to be today.

Of Edward H. Uhl, who served in 1926-27, Mr. Uhl writes: "I am still taking it easy and am very happy to report that my health is improving every day. I did not go to the New York convention because I am staying out of all large meetings of every kind. I believe conventions are good things to have and to keep up, but hard on one well acquainted and not in good health, and now that I am getting my health back I am going to try my best to keep it. That is why I was not at the New York convention this year."

Henry E. Weisert is at the head of the Bissel-Weisert Music House, Chicago. He is always on duty when duty calls and always has something to say worth saying.

Otto Heaton, who immediately preceded E. R. Weeks, is one of the most ardent workers in the association. Carrying on an extensive music business at Columbus, Ohio, and having various other interests that occupy his attention he is a valuable member of the board.

Mr. Uhl, it may be remembered, had a partial nervous "knock-out" which sent him to Europe to recuperate last year and now he is "getting himself again."

The strenuous activities of Mr. Wells, the latest retiring president to appear on the advisory board, give little else to be said in this chapter of advisory board members. Mr. Wells will serve the board with honor to the association and credit to himself. To a friend who was bidding good-bye to him as he was departing for his home in Denver after the convention at York and a six weeks' European tour, he said that one of his business mottoes is that "one can always get business by going after it," to which he added: "Some of the best business today is produced by suggestion—where one finds in the home, the school, the play lot someone that suggests some form of study on a musical instrument. Much of our band instrument business today is done by offering to the parents the loan of an instrument with a very small charge for lessons to be given by a teacher in group form. This is done to see if there is any musical talent in the child's nature worth developing, thus saving the parents the cost of making the purchase of an instrument outright only to find later that the boy or girl has no musical talent. We started almost like the idea of prospecting in a mine which belongs to him; we will assume all the expense, the trouble, furnish the picks and shovels and the dynamite and blast out the hole, to discover if there are any veins of rich ore. If we do find for him it will be all turned over at a small cost and he can go on with his musical studies, which will be a blessing to him and possibly a profit in dollars and cents as well as in happiness."

The ex-presidents of the association, who have each been on the advisory board for longer or shorter periods and who have passed on to the beyond, are named in about the order of their holding office: Chandler W. Smith of Boston (Mr. Smith was the first president of the association on its organization at the time of the piano manufacturers' convention at the Hoffman Hotel in New York in 1901); Henry Dreher of Cleveland, Ohio; James Miller, Philadelphia, Pa.; B. B. Crew, Atlanta, Ga.; J. P. Byrne, Chicago, Ill.; J. C. Corley, Richmond, Va.; Phillip Crew, San Francisco, Cal.; Philip Werlein, New Orleans, La.; O. A. Field, St. Louis, Mo.; L. H. Clement, Toledo, Ohio; Patrick Conroy, St. Louis, Mo.; Parham Werlein, New Orleans, La.

E. H. Story of Pasadena, Cal., formerly president of the Story & Clark Piano Co., likes to travel the world over. He likes the sea and ocean voyages and has probably "sailed the seven seas" with due credit to himself as a sailor. It is customary for Mr. and Mrs. Story to take an ocean voyage to some distant port during the autumn or winter months—to Hawaii, Luzon or, in season, to Alaska, etc. This season they voyaged to the south seas aboard a steamer bound for Australian ports and continued on to New Zealand and other south sea ports, returning to America by way of Sydney and Melbourne. On the out voyage Mr. and Mrs. Story disembarked at an Australian port and after a three weeks' "play" in the land of the kangaroo rejoined their steamer for the trip back home. Ed and Mrs. Story evidently know well how to make the best out of traveling.

PROMINENT Central Southern Music House has opening for piano salesman who can show proof of ability. Good pay; good opportunity. Give record and address.

STRAUBE PIANO PROSPECTS BECOME DECIDEDLY ENCOURAGING

Conditions with the manufacture of the Straube piano at Hammond, Ind., have assumed notable changes since Lem Kline who had been the *facto factotum* of the concern after its organization a year or so ago following the receiver's sale of the company's assets resigned. In July last Mr. M. B. Pattiz, who had been associated with the Lauter-Humana Company, Newark, N. J., in charge of its retail stores and wholesale and factory production, purchased a controlling interest in the Straube business, now incorporated as Straube Pianos Inc. Since that purchase Mr. Pattiz has been in full charge. The present officers are Walter E. Schrage, Jr., of the Bank of Whiting, Whiting, Ind., President; M. B. Pattiz, Vice-Pres. and General Manager; Harry Powers, Whiting, Ind., Secretary and Treasurer.

Since Mr. Pattiz took charge a general speeding up has taken place and now all the old stock and a good deal of the new work has been sold. The company is now going into production on a complete new line of pianos that will consist of five uprights, a Lowboy, a Spinnet, a Cabinet Grand and a vertical and a small upright. The grands will consist of four period models. A plan has been laid out for quantitative output and, all in all, it appears as if the Straube piano under this present active and businesslike management is here to stay, and many old-time dealer friends hope such will be a reality.

CORRECT PHILOSOPHY

Paul C. Brooks, Southeastern W. W. Kimball Co. traveller, whose headquarters is Atlanta, Ga., says that a rather active piano business is in prospect and now going on for dealers in the territory he covers and that now well in advance of the holidays he is getting his share. In coming to this conclusion Mr. Brooks' philosophy is that his own trade is excellent "and," he says, "when my trade is good the 'other fellow' must also be getting some share of what is going on."

Earl R. Billings, Jr., formerly Advertising and Promotion Manager of the Gulbransen Company, is now associated with the Haywood Publishing Company, 300 N. Michigan Avenue, Chicago, owners of several trade and class publications.

Floyd Jones, who has been with the Benedict music house, Galesburg, Ill., is opening a store at Bushnell where his line will be mainly band instruments and musical merchandise, but he says he will "plug" hard for piano sales.

At a meeting recently held at the Bancroft, Mich., high school a group of boys and girls met with the school superintendent and expressed a desire to join in organizing a high school band. The superintendent, Prof. W. J. Scott, is much in favor of the plan and believes in the study of music as a vital activity in school education and life. Professor Scott urged the people of Bancroft to support the new enterprise for a high school band and give the young people musically inclined a chance for a musical education.

At Scottville, Mich., a beginners' band has been formed. Richard Demlow of that town has been active in getting the band organized and he was assisted in this and the selection of instruments by Charles Snyder of Grand Rapids, Mich., who offered his aid in securing instruments. About twenty individuals have joined the organization and most of them have selected their instruments.

A good deal of enthusiasm has been aroused at Mt. Sterling, Ill., in the organization of the Mt. Sterling School Band. So many applicants came for the purpose of joining a band organization that there will be plenty of material for two good sized bands. In fact, as soon as a proposition was announced the parents of one hundred and fifteen pupils of the grade and high schools signified their desire to join the band and were willing to join in purchasing the instruments. At last accounts the board of education was negotiating for a second teacher.

Glenbard High School at Glen Ellyn, Ill., made up of pupils from the two towns, Glen Ellyn and Lombard, has a "Band Boosters' Club" comprised of parents and friends who are interested in keeping Glenbard prominent as noted for its music abilities. There is now an enrollment of a hundred students awaiting their turn to become regular members of the Glenbard High School