

*1998-99 Annual
Supplement to*

THE PIANO BOOK

BUYING & OWNING A NEW OR USED PIANO

LARRY
FINE





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INTRODUCTION

Given the long time span between new editions of *The Piano Book*, it's impractical to provide in the book itself the detailed model and price data that piano shoppers increasingly seek. Similarly, updated information about manufacturers and products is needed in a timely manner. This *Annual Supplement to The Piano Book*, published each August, is designed to fill that information gap. I hope this modest companion volume will effectively extend the "shelf life" of *The Piano Book* as a valuable reference work, and serve as an additional information resource for piano buyers and piano lovers.

Larry Fine

June, 1998

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MANUFACTURER and PRODUCT UPDATE

This section describes changes to companies, products, and brand names since the third edition of *The Piano Book* went to press in late 1994. The listings are cumulative; that is, where still relevant, information contained in last year's *Supplement* has been retained, and changes that have occurred during the past year have been added. If a company or brand name is not listed here, it means that there is nothing new of substance to report. To correctly understand some of the price and model information listed here, I recommend that you read page 72 of *The Piano Book*.

It is not intended, of course, that the information in this update section take the place of the reviews in *The Piano Book*. With some exceptions, the update is limited to changes of a factual nature only, whereas the book contains, in addition, critical reviews and recommendations. Readers should understand that, in most cases, changes in the quality of any particular brand of piano occur very slowly, over a period of many years, if at all. Only where there has been an abrupt change in company ownership, or a period of rapid technological or economic change in the country of origin, is there likely to be a change in quality worth worrying about. For that reason, the reviews in *The Piano Book*, though dated in some respects, can still be considered reliable unless otherwise noted here.

The Global Piano Market—An Update

The past two years have seen Chinese and Indonesian pianos join the mainstream piano community for the first time. Several years of investment in infrastructure and training by piano manufacturers in joint venture with the Chinese government, and in Indonesia, have just started to bear fruit. Prior to last year, many pianos from this part of the world had too many obvious gross defects to be taken seriously. Most of the new manufacturing capacity in China is devoted to the market created by the rapidly growing Chinese middle class. A smaller portion is being diverted to the U.S. and other markets, aimed at consumers who would otherwise purchase an inexpensive used piano.

For some, these new Chinese and Indonesian pianos may indeed be a viable alternative to a used one, especially in areas where good used pianos are hard to come by or when shopping time is limited. But while many of these instruments are now acceptable, the quality is far from uniform or consistent, and the majority require extensive adjusting by the importer or

dealer. Prospective customers should be reminded that these are, at best, entry-level pianos and that they have little or no track record. In addition, brand names and distributorships are in flux as the players position themselves in the market, so some warranties may offer less security than others. I would recommend, therefore, for the time being, that purchase be limited to those brands whose warranties are backed by major manufacturers or distributors. Additionally, a warranty from the dealer might be advisable.

Of course, Chinese and Indonesian pianos are attractive primarily because of their low price. Some of the wind was taken out of this "Chinese miracle" last winter by the devaluation of the Korean currency and the subsequent drop in price of Korean pianos by ten to twenty-five percent. Now quite satisfactory for the entry-level and mid-level piano buyer, Korean instruments are an especially good value for the money at this time. Due to low labor costs and other favorable conditions, some Eastern European pianos are also a good value in mid-level instruments, with particularly pleasing tonal qualities, but require diligent preparation by the dealer to realize their potential.

As always, Japanese pianos are fine for the mid-level (and slightly higher) piano buyer, especially for those whose requirements are fairly generic in nature and are looking for a quick, dependable, "off-the-shelf" solution to a piano need. However, the gap in price between Japanese pianos and their Korean competitors has widened, making the former a little less attractive. For the upper-level piano buyer looking for performance more than value, there continues to be an excellent selection of instruments from Western Europe and the United States to satisfy every taste.

The market for electronic reproducing (player) pianos and hybrid digital/acoustic pianos has intensified. Two companies, Yamaha and Baldwin, feature reproducing piano systems that are available only on their own pianos; two others, PianoDisc and QRS, make systems that can be installed into any piano. In comparing these systems, there is no substitute for listening. I suspect, though, that most casual users of the playback systems will be able to discern little difference between them. Special attention should be paid, however, to the library of music available for them and to what extent they are compatible with the music of other systems. There is a growing trend toward compatibility, but the details are sometimes vague. For sophisticated recording and composing, the differences between the systems may be more substantial. Musicians who plan to use these systems for those purposes should examine the features in more depth than can be covered here.

August Förster—See “Förster, August”

Baldorr & Son—Name discontinued

Baldwin

At the time the third edition of *The Piano Book* was going to press, Baldwin was in the process of completely reorganizing its product line (and also undergoing major changes in management). The description of the new models given in the book was based on Baldwin's tentative plans at that time, but the plans changed and the actual product line turned out a little differently.

Baldwin also owns the **Wurlitzer** and **Chickering** trade names. In its reorganized product line, the Wurlitzers represent the lower-priced pianos, the Chickering the mid-priced American-made grands, and the Baldwins the mid-to upper-level verticals and high-end grands. All are sold by the same dealer network. (In the past, Wurlitzer and Baldwin/Chickering had separate dealer networks, and the Baldwin line included instruments at all price levels, which tended to confuse customers about the relative value of the Baldwin name.)

In the new Baldwin line, the spinet model has been discontinued. The console, 43-1/2" in height, comes in three basic model types. The three differ in cabinetry, but use the same back and action, including Baldwin's 19-ply hard rock maple pinblock, a solid spruce soundboard, and a “Full Blow” (full-size, direct blow) action. (All Baldwin verticals now have these features.) The model E100 is the console with a continental-style cabinet. It has a slightly longer key length and deeper cabinet than the continental-style model it replaces. The model 660 series console is a furniture-style model known as the “Classic.” The upper-level console, the model 2090 series, is called the “Acrosonic,” a name Baldwin has traditionally used for its upper-level consoles and spinets. This model series has fancier cabinet features and hardware than the Classic, but is the same instrument inside.

Baldwin 45" studio verticals, still known as the “Hamilton,” come in three model types. The model 243HPA is the school studio. Its functional-looking cabinet has been redesigned to provide easier access for servicing, as well as for other practical reasons. The model 5050 series studio, known as the “Limited Edition,” is the fancy-looking studio. It is made in only three furniture styles, each limited to a production run of one thousand instruments, after which the style is changed. The model E250 is the studio in a contemporary cabinet style. The model 248, a 48" “Professional Upright,”

introduced in 1997, contains many interesting new technical features aimed primarily at enhancing tuning stability and evenness of tone. The model 6000 52" "Concert Vertical" upright remains the same.

The Baldwin "Artist" series of grand pianos remains substantially the same, with the following small changes: each piano now comes with an adjustable Artist bench; the sharps are now made of solid ebony wood instead of plastic; the weight characteristics of the action have been changed to reduce inertia; and a 5' 8" Louis XVI style (model 227) has been added to the line.

The Chickering line of American-made grands is new. The two models, 4' 10" (model 410) and 5' 7" (model 507), are adapted from the Classic line of Baldwin grands that was discontinued at the end of 1994. According to Baldwin, the new models have been redesigned and structurally enhanced. In 1998, several period-style furniture models were added to the Chickering line.

The Wurlitzer vertical piano line is now limited to a 37" spinet with a full-size but indirect-blow action, and an entry-level 42" console with a compressed, direct-blow action. Wurlitzer verticals utilize a 5-ply pinblock and a laminated soundboard. All other Wurlitzer consoles, studios, and uprights, both American-made and Korean-made, have been discontinued, as have the Wurlitzer 5' grand (model G550) and all Wurlitzer grands made by Young Chang. All grands with the Wurlitzer name are now made by Samick (4' 7", 5' 1", and 5' 8") and are the same as the grands formerly bearing the name "D.H. Baldwin," a name which is no longer being used.

Baldwin's ConcertMaster electronic player piano system was introduced in 1997. ConcertMaster can be factory-installed or field-installed (retrofitted) into virtually any model of Baldwin, Wurlitzer, or Chickering piano, including verticals. ConcertMaster utilizes playback solenoid technology from QRS that is customized for Baldwin products, including a low-profile solenoid rail design on factory-installed systems. ConcertMaster comes with a floppy disk drive, a compact disc (CD) drive, and a 1.2-gigabyte hard drive—a three-playback-source design exclusive to Baldwin—pre-loaded with 20 hours of music. Baldwin says the floppy disk drive can read just about any type of General MIDI music software on the market, including such software made for other systems, and the CD drive can read the QRS CDs containing analog audio accompaniment. The hard drive has a capacity of 10,000 songs, which can be input from any MIDI source, including computer disks, the internet, and so forth. A "Performance option" adds recording capabilities and turns the piano into a MIDI controller, complete with velocity sensitivity, assignable split point, and other features. An optional hammer stop rail is available to

silence the piano, allowing you to listen via headphones to the hundreds of voices that can be accessed, or to play them through the speakers that come with the system. ConcertMaster can be operated via a stationary controller attached under the front or side of the piano or by a hand-held radio frequency remote control with a built-in LCD window, included.

Bechner—Name discontinued

Becker, J.—Distribution discontinued.

Belarus—Name discontinued. See “Schubert”

Betting, Th.—Name discontinued. See “Schirmer & Son”

Blüthner

A new “Haessler” line of pianos has been added to the Blüthner product line. (Haessler is a Blüthner family name.) Created to compete better in the American market, Haessler pianos have more conventional technical and cosmetic features than the regular models and cost about twenty-five percent less. For example, they are loop-strung instead of single-strung; omit the “aliquot” strings (fourth string per note); and have normal, straight-cut, angle-mounted hammers. Case and plate cosmetics are simpler. The Haessler line now contains several vertical models and a 6' 1" grand. For prices, see under “Haessler” in the Pricing Guide section of this *Supplement*.

Bohemia / Rieger-Kloss

New importer/distributor:

Weber Piano Co.
40 Seaview Drive
Secaucus, New Jersey 07094

800-346-5351
201-902-0920

The Czech company that makes Rieger-Kloss pianos has changed its name from “IFM Piana” to “Bohemia Piano Co.” Identical pianos are sold under the Rieger-Kloss and Bohemia labels.

The Bohemia/Rieger-Kloss 6' 1" grand piano (model B-185/R-185) utilizes a case and plate made in Korea by Young Chang, identical to that of Young Chang's own grand of the same size. The action is made in Germany by Renner and everything else in the piano is made in the Czech Republic. All the components are assembled in the Czech Republic. Bohemia and Rieger-Kloss verticals still use mostly Czech components. Note that the 44" model B-111/R-111 is less expensive because the cabinets are finished in a photo finish that simulates a wood finish without using actual wood veneers.

Bösendorfer

New U.S. distributor address and phone:

Bösendorfer Pianos
8331 W. State Rd. #56
West Baden Springs, IN 47469
888-936-2516
812-936-4522

As reported in *The Piano Book*, the 7' Bösendorfer model 213 was introduced in 1990 to compete in the American market with the Steinway model B. It had, among other features, duplex scaling and 92 notes. In 1998, the model 213 was replaced by the 7' model 214. The new model, now without duplex scaling, is more traditional and consistent with the rest of the Bösendorfer line in its design. It also has only 88 notes.

In other changes, Bösendorfer has switched from leather key bushings to cloth, and the SE Reproducing System has been discontinued.

Bösendorfer is still owned by Kimball International, even though Kimball no longer manufactures pianos (see "Kimball").

Boston

A 5' 1" grand has been added to the line.

Chickering—See "Baldwin"

Disklavier—See "Yamaha"

Dobbert, Fritz (new listing)

These pianos are manufactured in Brazil and made their debut in the U.S. a few years ago. However, distribution in the U.S. has been discontinued.

Estonia

New toll-free phone number: 888-4 ESTONIA (437-8664)

A 5' 4" grand model has been added to the line. Renner action and Abel hammers are now standard on all models.

The review of Estonia pianos in the third edition of *The Piano Book* was based on very limited information. Since then, the company has made improvements to the pianos and they have received positive reviews from many musicians. Although long-term service information is not yet available, no significant problems have been reported to me, and the Estonia pianos I have played have sounded quite good.

Correction to historical information: The Tallinn Piano Factory was founded in 1893 by Ernst Hiis under his own name. Around 1950, the government of Estonia consolidated many smaller Estonian piano makers into the Hiis factory under the Tallinn name. This factory focuses primarily on making grand pianos and says that it is the largest maker of grands among Scandinavian countries and Eastern Europe.

Eterna—See "Yamaha"

Everett

Wrightwood Enterprises, Inc.

5660 W. Grand River Ave.

Lansing, Michigan 48906

773-508-6615

The Everett name has been used on pianos by Wrightwood Enterprises, Inc. since 1995. Wrightwood's current Everett pianos are imported from, and made by, Dongbei Piano Manufactory in China. Prior to 1990, the Everett name had been used by Yamaha on various U.S.-made pianos. Yamaha discontinued its Everett piano brand in 1989.

Falcone—See "Mason & Hamlin"

Fandrich

New address:

Fandrich Piano Co., Inc.
P.O. Box 961
South Haven, Michigan 49090

312-427-4200 (Chicago)

The original U.S.-made Fandrich upright piano, previously from Washington state, is now being built in Michigan. Actions are manufactured by Renner in Germany using the Fandrich Vertical Action™ design and assembled in the U.S. Fandrich pianos are currently being manufactured in very limited numbers and sold only through the company-owned retail store in Chicago. (Do not confuse this piano with the Chinese-made Fandrich & Sons piano described below.)

Fandrich & Sons (new listing)

Fandrich & Sons Pianos
12515 Lake City Way, NE
Seattle, Washington 98125

206-361-1221
888-460-9198

Fandrich & Sons pianos are sold by the people who invented the Fandrich Vertical Action™. The pianos are made in China by the Guangzhou Piano Manufactory, the same company that makes Pearl River pianos. (A new 49" vertical is a joint venture between Yamaha and Guangzhou.) Fandrich & Sons makes extensive modifications and improvements to the pianos in the U.S. and then assembles and installs the Fandrich Vertical Action™ from a combination of Chinese, American, and German (Renner) parts. The pianos are also available with a standard Chinese-made action. At present, these pianos are sold primarily in the Seattle area. (Do not confuse these pianos with the original U.S.-made Fandrich piano described under "Fandrich" above.) From time to time, Fandrich & Sons also purchases other brands of new vertical and grand piano and modifies them or installs Fandrich actions.

Price range: With Fandrich action (verticals) — \$8,550–\$9,250; with standard action (verticals) — \$4,200–5,700.

Models: 46", 49", and 51" verticals. Other models possible.

Feurich

In recent years, Feurich grands have been manufactured by Schimmel. They were identical in most respects to Schimmel grands of the same size, except that the Feurichs benefited from the use of Kluge keys with artificial-ivory keytops, as well as some cosmetic changes to the cabinet. In 1998, distribution of Feurich pianos was discontinued by Schimmel.

Förster, August

New importer/distributor address:

German American Trading Co.

13540 N. Florida Ave.

Tampa, Florida 33613

813-961-8405

Fritz Dobbert—See "Dobbert, Fritz"

Gaveau—See "Pleyel / Gaveau"

George Steck—See "Mason & Hamlin"

Grinnell Bros.—See "Samick / Kohler & Campbell"

Grotrian

New importer/distributor:

Strings Limited

314 S. Milwaukee Ave., Ste. B

Libertyville, Illinois 60048

847-367-5224

800-580-7768

Several models of vertical piano have been added to the product line.

Hastings—Name discontinued

Hazelton—See "Samick / Kohler & Campbell"

Ibach

Soon after the third edition of *The Piano Book* went to press, Daewoo decided not to distribute Korean-made Ibach pianos in the U.S. However, the pianos *are* being distributed in Canada. The Canadian distributor is:

Bingley Distributors
280 Dufferin Ave.
Trenton, Ontario
Canada K8V 5G2
613-394-4729

Jasper (-American)—See "Kimball"

Kawai

Kawai has made extensive changes to its product line in the few years since the third edition of *The Piano Book* was published. As is characteristic of Kawai, the vertical piano line—the console models in particular—can be confusing. Briefly, Kawai's console line consists of the 500- and 600-series pianos in furniture-style cabinets and the CX-5 series in continental style. The models 502 and 503 were 42" consoles in simple furniture styles. The latest version, model 505, is 43" in height. The CX-5 (sometimes called CX-5N) is the same piano in continental style, without casters and therefore only 41" tall. The 602, no longer made, was a fancier-looking version of the 502. The model 603 was enlarged to 44" and then redesigned as a distinct scale in model 604. The new 44" model 605 is similar to the 604. The well-respected Japanese-made console model CE-11 has been discontinued.

Kawai's least expensive piano at present is the very popular model CX-5H, a 45" piano that Kawai calls a "studio." This model actually has the same scale design as the 41" model CX-5 console, but the height has been increased to 45" through the use of casters and an extended back. Also like the CX-5, this model has the compressed action typical of a console piano (see page 44 of *The Piano Book* for further explanation). In other words, the model CX-5H is essentially a console piano in a studio-size cabinet. Although

the extra height may be appealing to some customers, it confers no technical or musical advantage (nor disadvantage). The CX-5H is much less expensively constructed than the CX-5, including a laminated mahogany-core soundboard and a less robust back structure. A new variant, model 504, is the same piano in a furniture-style cabinet, but with a shorter, 43" back. These inexpensive models are satisfactory entry-level pianos, but for the reasons mentioned, they may not be quite the bargain they seem initially and are probably not appropriate for more demanding applications, especially if the piano needs to be moved frequently.

Kawai's line of studio and upright pianos remains about the same as described in *The Piano Book*. The AnyTime (hybrid digital/acoustic) piano is now available in the models CX-5H (AT-105), CX-21 (AT-120), and NS-20A (AT-170). The AnyTime pianos feature a new sound engine with a new sampling of Kawai's EX concert grand piano.

Kawai has replaced its entire KG and GS series of grands (with the exception of the GS-100) with a new RX series. According to the company, these new pianos have NEOTEX™ keytops (Kawai's brand of ivory substitute), new case beam and plate strut configurations, a scratch-resistant music desk, and new scale designs. The "R" (Artisan Select) series of grands has essentially been phased out, except for the superior model RX-A. (Note that the "R" series mentioned in *The Piano Book* is not the same as the "RX" series; the only point of overlap is the RX-A.) A 7' 6" model RX-7 is due to be released in 1998. Some recent technical changes to the grands include vertically-laminated bridges with bridge caps, a harder inner rim, and more extensive use of ABS Styran in grand action parts.

In other changes, the new model GM-2 (upgraded from the 4' 9" GM-1) is an inexpensive 5' grand with a scaled-down cabinet. A new model GE-1A is the same as the model GE-1, with the addition of a duplex scale. The 5' 9" model GE-3 grand has replaced the 5' 7" GE-2. To celebrate the company's 70th anniversary, in 1997 Kawai made some of its models, both grand and vertical, available with enhancements. Most of the enhancements are cosmetic, but a few, such as a Soft-Fall fallboard or scratch-resistant music desk, are functional. These models are marked "Limited Edition" (LE).

Correction: *The Piano Book* is incorrect in stating that the Kawai warranty does not cover broken strings. As with most other brands, string breakage is covered except when due to extremely heavy use or abuse.

Kemble

New U.S. distributor:

Kemble Company LTD
251 Memorial Rd.
Lititz, Pennsylvania 17543

888-3-KEMBLE

Kimball

In February 1996, Kimball announced that it would cease all production of vertical pianos. This completes Kimball's exit from the domestic piano business. In July 1995, Kimball stopped making grands, and for a year or so Kimball verticals were largely built by Baldwin, with only cabinets and final assembly by Kimball. Kimball will continue to honor its warranties, and will also continue to build piano cabinets for other makers, such as Samick and Kawai, as it has for some time now. The company sold most of its piano-making equipment to a Chinese piano manufacturer, with whom, reportedly, it hopes to develop a joint venture in the Chinese market. Kimball International's Bösendorfer division is unaffected by these changes. The Herrburger Brooks division has been sold, but its actions and action parts are still being manufactured in England as before.

Knabe (new listing)

Music Systems Research
4111-A North Freeway Blvd.
Sacramento, California 95834

800-566-3472
916-567-9999

The "PianoDisc" line of pianos previously offered by Music Systems Research (MSR) has been discontinued and replaced by a new line of pianos resurrecting the Knabe name. The piano's cabinet design and appearance have been altered, and the hammers have been changed, resulting in different touch characteristics, the company says. The keybeds are modified at the factory for easier installation of a PianoDisc system at a later date, if desired. All Knabe pianos are extensively serviced in MSR's California facility prior to being shipped to dealers. Like the discontinued PianoDisc line, Knabe is made by Young Chang in Korea.

Knabe pianos can be ordered by the dealer as regular acoustic pianos, or with the PianoDisc or GT-360 QuietTime systems factory-installed. See under "PianoDisc" in *The Piano Book* and in this *Supplement* for more information on these systems.

Knight

Corrected address and phone:

Alfred Knight Ltd.
154 Clapham Park Road
London SW4 7DE England
(44) 171 978 2444

Kohler & Campbell—See "Samick / Kohler & Campbell"

Krakauer

Krakauer Pianos
1175 W. 14th St.
Jasper, Indiana 47546
812-482-4202

The Krakauer name was formerly owned by Kimball. When Kimball ceased piano manufacturing in 1996, it sold the Krakauer name to another party. Today's Krakauer pianos are made by Artfield Piano Ltd., a young Chinese firm that purchased Kimball's piano production equipment. Artfield makes pianos in American furniture-style and European-style cabinets under the Krakauer name. The Krakauer line uses quite a few foreign-made parts, such as Japanese hammers and a German Delignit pinblock. Artfield also makes private-label pianos with all Chinese parts. Some former and present Kimball executives are assisting Artfield in presenting its pianos to the U.S. market.

Maddison (new listing)

Piano Exchange Group
P.O. Box 14128
Bradenton, Florida 34280
800-336-9164

This piano is assembled in Macao using a Macao-made case. The verticals and 5' 2" grand use a strung back and action from the Guangzhou Piano Manufactory in Guangzhou, China. The strung back for the 5' 6" grand comes from the Beijing Piano Co.

Mason & Hamlin

New phone number: 978-374-8888

In mid-1994, the Mason & Hamlin Companies ceased production of all Mason & Hamlin, Falcone, and Sohmer pianos, and in January 1995 filed for Chapter 7 (liquidation) bankruptcy. Shortly thereafter, a Boston-based piano rebuilding firm, Premier Pianos, obtained the controlling interest in the company from its former owner and persuaded the Bankruptcy Court to change the bankruptcy filing to Chapter 11 (reorganization).

From early 1995 to early 1996, the new owners completed the manufacture of pianos left unfinished when the plant closed, made some new pianos from scratch, and attempted to fight off legal attempts by creditors to force liquidation of the company or its sale to another party. (Many creditors did not have faith in the new owners' ability to put the company back on its feet.) On April 5, 1996, the Court sided with the creditors and approved the sale of Mason & Hamlin to Kirk and Gary Burgett, owners of Music Systems Research, manufacturer of the PianoDisc electronic player piano systems. The Mason & Hamlin assets also included the Falcone, Sohmer, Knabe, and George Steck brand names and designs.

At the time of this writing, the Burgett brothers are manufacturing Mason & Hamlin pianos once again at the Haverhill, Massachusetts factory to, they say, the original high standards. They are making the 50" vertical, as well as the models A and BB grands. Initial reports on these instruments are positive. The Knabe name is being applied to a line of pianos from Korea (see "Knabe"). Some of the Mason & Hamlins and many of the Knabes are being sold with PianoDisc units installed. The George Steck brand name is being used on a line of pianos from Guangzhou, China. Plans for the Falcone and Sohmer brand names are still being discussed.

For those who have a need to know, the serial numbers of the Mason & Hamlin pianos built or completed by the interim (Premier) ownership were from 90590 to 90613 inclusive.

Nakamichi / Nakamura

Due to a trademark conflict with the Nakamichi company that sells audio equipment, the Nakamichi piano (no relation) was changed to "Nakamura." Distribution was discontinued in 1998.

Niemeyer (new listing)

North American Music
126 Rt. 303
W. Nyack, New York 10994
914-353-3520
800-541-2331

These pianos are made in China by the Dongbei Piano Co.

Nordiska (new listing)

Geneva International Corp.
29 East Hintz Rd.
Wheeling, Illinois 60090
800-533-2388
847-520-9970

Nordiska was a Swedish piano manufacturer that, upon going out of business, sold all its designs, equipment, and technology to the Chinese company Dongbei. Beginning in 1998, Dongbei's Nordiska-designed piano, as well as other Dongbei models, will be sold in the U.S. under the Nordiska name by Geneva International Corp., the Petrof distributor. The Nordiska-designed model appears to be technically more advanced than the other models Dongbei manufactures. (This model is also sold by Weber under the Sagenhaft label.)

Pearl River (new listing)

New distributor:
Poppenberg & Associates
966 S. Pearl St.
Denver, Colorado 80209
303-765-5775

These pianos are made by the Guangzhou Piano Manufactory in Guangzhou, China, the largest piano factory in China and one of the largest in the world. This is a return of the Pearl River name, which was present in the U.S. market several years ago, but discontinued because the quality at that time was not good enough to allow the brand to maintain a foothold in the market. With the influx of investment by the Chinese government and foreign businesses, the quality has greatly improved and continues to improve rapidly. Note that the 49" model UP-125 M-1 is a joint venture between Yamaha and Guangzhou. The parts are made by Guangzhou and assembled by Yamaha in a nearby factory. (These pianos are distributed and warranted by Pearl River, not Yamaha.)

Petrof / Weinbach

Petrof now has a 52" upright with a Renner action, not available under the Weinbach label.

The 6' 4" model III Petrof grand (but not Weinbach) now uses Renner action parts, though not a complete Renner action. The parts are assembled onto a Petrof action frame at the Petrof factory. The 7' 9" and 9' 3" models have complete Renner actions. However, a new 6' 4" model III-M, made in the same factory as the two larger models, does have a complete Renner action, as well as other refinements common to the larger models.

Petrof has switched from Delignit to a 7-ply beech pinblock in its Petrof and Weinbach grands.

Petrof is now introducing the Rösler name into the U.S., a name it uses extensively in Europe. This line of pianos will be less expensive than the Petrof and Weinbach lines. The Rösler model 115-VIII (45") is like the Petrof model 115, but the cabinet has a synthetic laminate finish instead of wood veneer. The middle pedal will perform a bass sustain function.

Geneva International, the Petrof distributor in the U.S., is also importing a line of Chinese pianos under the Nordiska label. See under "Nordiska."

PianoDisc

The parent company is now called Music Systems Research. The PianoDisc line of pianos has been discontinued and replaced with the Knabe line. See "Knabe."

Concerning the PianoDisc player piano systems, the new model "PDS 128 Plus" plays both floppy disks and their specialized PianoCD software. The unit has a floppy disk drive, and by attaching a CD player you can play the PianoCDs from the same control unit. One channel of the PianoCD contains the digital information that operates the piano playback, while the other channel contains actual audio vocals and accompaniment that play through your speakers. Options still include TFT MIDI Record, the Symphony Sound Module, and amplified speakers, as well as the PianoMute Rail from the new QuietTime system (see below) to "turn off" the acoustic piano sound if desired. The less-expensive "PianoCD" system is available, without a floppy disk drive, for those customers who desire to play only PianoCDs (on their own CD player). A "Piano CD Plus" system has a built-in CD player with controls. All systems feature a full dynamic range of 127 levels of expression. A new radio-frequency remote control is now a standard feature on the Knabe-equipped PianoDisc systems, and optional for other PianoDisc systems.

The latest version of the PDS 128 Plus incorporates new "SilentDrive" technology, circuitry that allows much closer control of the key and pedal solenoids. The new units are said to operate more quietly, and to provide better volume control and faster key and pedal response than before. The system is now compatible with virtually all Standard MIDI file software.

"QuietTime" is Music Systems Research's newest system. QuietTime turns a piano into a hybrid acoustic/digital instrument. In regular mode, the piano plays just like an ordinary piano. If desired, the system will provide orchestrated accompaniment through amplified speakers. When the QuietTime feature is activated, the acoustic sound is turned off (the PianoMute rail prevents the hammers from hitting the strings) and the digital piano and other instrumental sounds are turned on and can be accessed using stereo headphones (perfect for late-night playing). Two headphone jacks are supplied. Like the PianoDisc system, QuietTime can be installed into just about any piano.

The QuietTime model GT-360 supplies 128 different General MIDI instrumental sounds, MIDI In, Out & Thru, 16 MIDI channels with reverb and other effects, key range settings, and the ability to create and save up to 75 of your own custom sound-combination presets. The less expensive model GT-90 has 16 instrumental selections which are factory pre-set, and the ability to make 40 possible sound combinations. The emphasis on this model is simplicity of operation, as most functions can be accessed by pushing one or

two buttons. QuietTime has been redesigned so that it can be fully integrated with the PianoDisc system.

For price information, see the Model and Pricing Guide section of this *Supplement* under "PianoDisc."

Pleyel / Gaveau (new listing)

Sandell Trading Co.
12039 N. Miller Rd.
Scottsdale, Arizona 85260

602-596-1724
877-771-7001 (toll-free)

Pleyel and Company manufactures Pleyel, Rameau, and Gaveau pianos in Provence in the south of France. Although pianos have been made under these names since 1807, Pleyel and Gaveau were made by Schimmel (and were pretty much identical to Schimmel pianos) from 1971 to 1994. In that year the contract with Schimmel was terminated and the pianos were once again returned to France, where they are now made to different designs. The Rameau brand is not currently being imported into the U.S.

All Pleyel models, and the largest two Gaveau models, have Renner actions; the other Gaveau models contain Langer actions. The Pleyel grands use Renner hammers. All Pleyel and Gaveau pianos use Delignit pinblocks.

QRS / Pianomation

The Pianomation system can now be configured in a variety of ways. As before, the customer can use his or her own regular CD player, which can be controlled with an optional wireless remote. QRS also now makes a more sophisticated CD-ROM drive that fits under the keybed of the piano. If desired, the unit can be purchased with a 3.5" floppy disk drive instead of, or in addition to, the CD-ROM drive. (The units that fit under the keybed cannot at present be controlled with the wireless remote.) The floppy disk drive can read Standard MIDI files and so is compatible with virtually all music software on the market, including software made for the Yamaha Disklavier and for PianoDisc.

As before, Pianomation is available with Orchestration and Record options. When a Pianomation CD is played with the Orchestration option, one channel of the CD contains the digital information that operates the piano

playback, while the other channel contains actual audio vocals and accompaniment that play through your speakers. The Pianomation CD library includes live recordings of major symphony orchestras as accompaniment for the piano. The processor has been upgraded to generate a greater range of expression from the number of expression levels available from the CDs. A new optically-sensing version of the Record option is now available. It bounces light off the bottom of the keys to determine their velocity.

QRS offers a version of Pianomation called "Playola," which sits atop the keys (like the "Vorsetzer" of the player piano's halcyon days) and plays the keys with little rubber fingers, either alone or accompanied by orchestral music. Unlike Pianomation, Playola does not operate the pedals. Instead, quasi-pedal ("Magic Pedal") information is incorporated into the software and simulates the pedals through the control of note duration. This simulation is not as realistic as actually controlling the damper pedal, but should probably be sufficient for simpler applications. Playola comes with a carrying case and does not require professional installation by a technician.

QRS' new "Light Touch" system turns a regular piano into a hybrid digital/acoustic one. When activated, a mute rail stops the hammers from hitting the strings and a sound module containing twelve digital instrumental sounds is turned on. A MIDI strip mounts under the keys.

For price information on Pianomation, Playola, and Light Touch systems, see the Model and Pricing Guide section of this *Supplement* under "QRS / Pianomation."

New in 1997 is a product called "Presto-Digitation" that turns an old upright into a digital piano. A technician removes the old keys and action and replaces them with a kit consisting of a new keyboard, electronics, speakers, and a user interface. This may be a suitable fate for an older piano that would otherwise be discarded. The suggested retail price, including installation, is about \$2,300. Installation takes about three hours.

Ridgewood (new listing)

Weber Piano Co.
40 Seaview Drive
Secaucus, New Jersey 07094

800-346-5351
201-902-0920

This name is being applied to furniture-style verticals and a 5' 2" grand made by the Guangzhou Piano Manufactory in Guangzhou, China, the same company that makes Pearl River pianos. The same grand is also sold under the Sagenhaft name.

Rieger-Kloss—See "Bohemia / Rieger-Kloss"

Rösler—See "Petrof / Weinbach"

Sagenhaft (new listing)

Weber Piano Co.
40 Seaview Drive
Secaucus, New Jersey 07094

800-346-5351
201-902-0920

This piano name was listed under "Weber" in *The Piano Book*, but is now being given its own listing. The verticals are all made by the Chinese piano manufacturer Dongbei. The S-116 models are Nordiska designs, purchased from the Swedish company of the same name (as mentioned in the book); the other models are Dongbei's own designs. The Nordiska models are clearly the better of the two. The model S-112 is a "deluxe" version of Dongbei's S-111 designed especially for Sagenhaft. It contains tone escapements and other fancy features.

The Sagenhaft 5' 2" grand piano, just being introduced, is made by the Guangzhou Piano Manufactory in Guangzhou, China, the same company that makes Pearl River pianos. This grand is also being sold under the name "Ridgewood" (see listing).

Samick / Kohler & Campbell

Samick has added Kluge keys, Renner actions, and Renner or Abel hammers to its four largest grand piano models (6' 1", 6' 8", 7' 4", 9' 1") and has designated them as its "World Piano" series. According to the company, these models also receive extra pre-sale preparation in the U.S. before being shipped to dealers. In Samick's Kohler & Campbell line, the 6' 10" and 7' models are "World Pianos," though only the 7' has the full complement of

features. The 6' 10" grand uses Samick keys, Renner action, and Renner hammers.

Other changes to the grand piano line include: adding a 4' 11-1/2" grand model SG-150, discontinuing the 5' 1" model, and replacing it with a 5' 3-1/2" model SG-161. The 5' 1" model remains, however, in the Kohler & Campbell line.

Samick has opened a factory in Indonesia for the production of guitars and pianos. The pianos currently being offered from Indonesia include the 43" models JS 043 in furniture style and JS 108 in continental style, and the 44" model JS 112 (briefly JS 114) in traditional style with toe blocks (KC 043, KC 108, and KC 112 in the Kohler & Campbell line). The models are all identical except for cabinetry. Also offered are the 46-1/2" model JS 118 and the 48" model JS 121 (KC 118 and KC 121), and a 4' 11-1/2" Samick model SIG 50 grand and a 4' 7" Kohler & Campbell model KIG 47 grand. These Indonesian-assembled pianos combine keys, actions, hammers, and plates from Korea with soundboards and cabinets from Indonesia. The laminated soundboards are made of agatis, a wood indigenous to Indonesia also used for guitar soundboards. Pianos destined for U.S. dealers are first prepared for sale by Samick in California before being shipped to their final destination. During 1996-97, the name "Hazelton" was briefly used on a 43" console assembled in Korea using materials from the Indonesian factory. Once the new factory came fully online, the Hazelton model was discontinued.

Samick makes several private-label brands for individual dealers. A name not previously reported on in these pages is "Grinnell Bros.," a company that manufactured pianos in the midwest from 1902 to about 1960. The name is now owned and used by a Detroit-area piano dealer, Hammell Music. Pianos bearing that name are made by Samick and are similar in features to pianos in the Kohler & Campbell line.

In 1996, Samick filed for bankruptcy protection with the Korean courts under a code similar to Chapter 11 in the U.S. Although its music operations have been profitable and its products have been in demand, several unprofitable non-music subsidiaries left Samick strapped for cash and saddled with debt. The Korean courts have approved Samick's reorganization plan, allowing the company to sell off its non-music subsidiaries and continue in business. The manufacture of Samick pianos and their distribution in the U.S. have not been materially affected by the bankruptcy action.

Sängler & Söhne / Wieler

New importer/distributor address:

North American Music
126 Rt. 303
W. Nyack, New York 10994
914-353-3520
800-541-2331

These pianos have been made, at various time, in Belarus, Russia, or the Ukraine. Occasionally, the Sängler & Söhne name is used on a piano made in China that normally goes by the name "Niemeyer" (see under that name).

Sauter

Sauter has introduced versions of its 48" upright and 6' 1" grand with cabinets designed by the famous European designer Peter Maly.

The 7' 3" model 220 grand has some unusual features that at first glance seem to be only decorative, but turn out to be functional. Colored lines painted on the soundboard and white inlays on the tops of the dampers act as guides to musicians performing music for "prepared piano"—that is, ultra-modern music requiring the insertion of foreign objects between the strings or the plucking or striking of strings directly by the performer. The colored lines indicate to the performer where to touch the strings to produce certain harmonics. The white inlays on certain dampers indicate the location of the black keys for easier navigation around the "keyboard" when accessing the strings directly. This model reportedly had its origin as a custom-made instrument for the Paris Conservatory. When it met with approval, it was integrated into the Sauter line.

Schimmel

Schimmel has discontinued selling its 5' 1" grand.

In 1997, the company introduced a new 6' grand model 182 to replace the 5' 10" model 174. The scale design of the new model is similar to that of the old, but the keys and action are from its 6' 10" grand. The slightly longer case of the new model was necessary to accommodate the longer keys of this action, which, Schimmel says, will give the new piano a more professional "feel" at the keyboard. The 5' 10" model has been discontinued.

Schirmer & Son

New phone number: 800-942-5801

Schirmer & Son has added three grands—5' 4", 6' 3", and 9'—to its previously all-vertical piano line. They are made by Estonia and are similar to the Estonia-brand grands, except that the two smaller Schirmer & Sons grands use Czech actions (the 9' grand uses a Renner action). In addition, there are some cosmetic changes requested by Schirmer.

Note that the Th. Betting piano line, which was identical to the Schirmer & Son line, has been discontinued.

Schubert (new listing)

Tri-Con Music Group
1626 North Prospect Ave. #2006
Milwaukee, Wisconsin 53202

941-953-9628
800-336-9164

This name was used for a brief period several years ago on an off-brand Korean piano. More recently, the name has appeared on pianos from several different former Soviet republics, currently on pianos from Belarus.

Schultz & Sons

As mentioned in *The Piano Book*, Schultz & Sons pianos are joint ventures, with established piano manufacturers, in which Schultz adds technical improvements of its own to the manufacturers' regular models. The most recent additions to the Schultz & Sons line (projected for fall 1998) are manufactured by Samick in Korea. Schultz says the pianos are ordered with an assortment of specifications from the upscale "World Piano" series in the Samick and Kohler & Campbell lines, i.e., with Renner actions, Renner or Abel hammers, Kluge keys, and higher quality soundboard material, as well as with some additional modifications unique to the Schultz & Sons line that vary from model to model. Then, in its own facility, Schultz says, it makes scaling and damper refinements to improve tone, adds steel reinforcement to the vertical backpost and grand beam structures to enhance tuning stability, and calibrates the touch weight to make the action more responsive. Schultz reports that its line of pianos will be sold at selected department stores along the east coast of the U.S. in addition to regular piano outlets.

Schulze Pollmann (new listing)

North American Music Inc.
126 Route 303
W. Nyack, New York 10994

800-541-2331
914-353-3520

Schulze Pollmann was formed in 1928 by the merger of two German piano builders who had moved to Italy, where the company still resides today. Since 1973 the firm has been owned by Generalmusic, which is best known for its digital pianos and organs and other musical electronics. Schulze Pollmann utilizes both sophisticated technology and hand work in its manufacturing. The pianos contain Delignit pinblocks and Renner actions, among other features.

Seiler

The importer/distributor, formerly called Seiler America, has changed its name, address, and phone number to:

Prestige Pianos International, Inc.
7550 Slate Ridge Blvd.
Columbus, Ohio 43068
614-866-2605

Seiler's 48" and 52" uprights are now available with the optional "Super Magnet Repetition" (SMR) action, a patented feature that uses magnets to increase repetition speed. Tiny magnets are attached to certain action parts of each note. During playing, the magnets repel each other, forcing the parts to return to their rest position faster, ready for a new key stroke.

Optional on all Seiler pianos is the patented "Duo Vox" system that can turn a regular piano into a hybrid acoustic/digital instrument (similar to the Yamaha MIDIPiano or "Silent Series" pianos). A key sensor system interfaces with a sound module to provide the digitized sound of a concert grand at the touch of a button. A lever-actuated "acoustic mute" rail completely silences the piano by preventing the hammers from hitting the strings, or the regular muffler rail can be used for quiet acoustic-piano playing, if desired. Headphone jacks for private listening and MIDI ports for interfacing with peripherals are also provided.

Sohmer—See "Mason & Hamlin"

Steck, George—See "Mason & Hamlin"

Steigerman (new listing)

Steigerman Music Corp.
265 - 25th St.
West Vancouver, British Columbia
Canada V7V 4H9

604-921-6217

Steigerman pianos are made by the Yantai Longfeng Piano Co. of Yantai City, China. Yantai Longfeng is a relatively small company started about five years ago, and is outfitted with automated production equipment from Japan and Germany. Scales for the Steigerman pianos were developed by German scale designer Klaus Fenner, and some of the piano components come from Japan and Germany.

The Steigerman name is owned by Robert Loewen, a Canadian distributor. Over the last several decades, Loewen has used the Steigerman name on pianos from several manufacturers, including Yamaha and, more recently, Samick, imported into Canada. He also imports pianos from a variety of Chinese companies onto which dealers can place their own house-brand names.

At present, the Steigerman name is only being used on pianos from Yantai Longfeng and the pianos are available in both the U.S. and Canada. The line consists of 43", 45", and 48" vertical models and a 5' 6" grand.

Steinberg, Wilh.

New U.S. distributor:

Wilh. Steinberg Pianos
P.O. Box 26503
Shawnee Mission, Kansas 66225

913-851-8219

The company now has a new U.S. distributor, and a full line of vertical and grand pianos is available with regular actions built by Renner.

Steinway & Sons

In April 1995, Steinway Musical Properties, Inc., parent corporation of Steinway & Sons, was purchased by Selmer Industries, Inc., parent corporation of The Selmer Company, a major manufacturer of band instruments. The new combined company, known as Steinway Musical Instruments, Inc., has conducted a public stock offering and is now listed on the New York Stock Exchange. Management at Steinway & Sons remains the same.

It is well known that Steinway's principal competition comes from used and rebuilt Steinways. The company has responded by reissuing old, turn-of-the-century designs, available in models L (5' 10-1/2") and B (6' 10-1/2"), a series of pianos Steinway calls "Limited Editions." The Limited Edition model issued in 1995, known as "Instrument of the Immortals," was actually an amalgam of several different Victorian-era designs, including round, "ice-cream cone" legs; an elaborately carved music desk; and raised beads on the case and around the plate holes; among other features. All examples of this model have been sold.

The 1997 release, informally known as "Sketch 390," commemorates the 200th anniversary of the birth of Steinway founder Heinrich Engelhard Steinway. Based on a 1903 design by J.B. Tiffany, only two instruments in this design were originally manufactured, one of which survives today. It was discovered when it came into the Steinway Restoration Department for rebuilding. This design features over forty feet of hand-carved moldings on the lid, case edges, and legs in "Tulip" and "Egg & Dart" patterns. Production of this model is limited to two hundred instruments in East Indian Rosewood and African Pommelle, models L and B only.

In 1998, Steinway continued its long tradition of building custom art-case pianos with the commissioning of noted furniture designer Frank Pollaro to create an art case in French art deco style for a model B grand. The one-of-a-kind art case instruments are said to be the crowning piece in Steinway's pyramid of models, the other levels being (from bottom to top) Boston pianos, regular model Steinway pianos, Steinway Crown Jewel Collection pianos with exotic veneers (now also available on verticals), and Limited Edition Steinway pianos, mentioned above, that are reproductions of older designs. Steinway says it would like to cultivate collaborations between itself, its clients, and furniture designers in the creation of custom art case instruments.

Effective immediately, a "satin lustre" finish is standard on all Steinway grands in natural wood finishes (i.e., not ebony). Satin lustre is Steinway's name for a finish that is in between satin and high-polish in glossiness. Satin continues to be the standard finish for ebony pianos.

Steinway has released a computer CD called "An Interactive Factory Tour" containing more than one hundred photos and video clips illustrating how its instruments are made. To obtain a copy, call or visit your local Steinway dealer. Technicians can buy it from the Steinway Parts Department.

Story & Clark

Story & Clark now makes a 5' 5" grand (the "Hampton") in the U.S. This piano is unusual in that unlike most grand rims, which are made as one continuous piece bent around a form, its maple rim is made in four pieces, glued and doweled together. The piano has German Abel hammers with a Czech- and Renner-made action, and comes in several different furniture styles. A 5' American-made grand (with a continuous bent rim) is projected for fall 1998.

Story & Clark imports several models from China. The 44" console model, called "Prelude," and the 46" model 116 studio are made by the Dongbei Piano Co. All the larger vertical models (up to 55") and the 4' 8" and 5' 6" grands are made by the Beijing Piano Co.

Pianists with small hands now have a solution to their problem. A 7/8-size keyboard, known as the "D.S. Standard," has been invented by American manufacturer David Steinbuhler and Canadian pianist Christopher Donison. Story & Clark markets this keyboard and will install it as a special order item in any of the pianos it manufactures. The retail price is about \$2,400.

Story & Clark is part of the QRS company. See under "QRS" for more information on this company's products.

Strauss (new listing)

L & M International, Inc.
6452 Bresslyn Rd.
Nashville, Tennessee 37205
615-356-3686

Strauss pianos are made by the Shanghai Piano Co. in Shanghai, China. The oldest piano manufacturer in China, Shanghai was founded over a hundred years ago by the British. The name was changed to Shanghai when the Communists took over China around 1950.

Shanghai makes pianos under a number of different names. The name currently used on pianos for export to the U.S. is "Strauss." In the recent past, the name "Nieer" was sometimes used. Pianos can also be special-ordered with the name "Helios."

Walter, Charles R.

The "Janssen" line of consoles has been discontinued. The Walter 6' 4" grand is now available.

Weber

Weber has added several models made in Young Chang's new factory in Tianjin, China (see "Young Chang"), including the 43" W-109 console, 48" W-121 and 52" W-131 uprights, and the 4' 11-1/2" W-150 grand. A 43" W-110 decorator console series is coming in fall 1998. The other Weber models are still made in Young Chang's factory in Korea.

Weber also markets different lines of pianos under the names Sagenhaft, Ridgewood, Bohemia, and Rieger-Kloss (see under those entries).

Weinbach—See "Petrof/Weinbach"

Wieler—See "Sängler & Söhne / Wieler"

Woodchester (new listing)

The Woodchester Piano Co. Ltd.
Woodchester Mills
Woodchester, Stroud
Gloucestershire GL5 5NW
England

(44) 1453 872871

This English company was founded in 1994 on the site of the old Bentley piano factory, which was abandoned when Bentley was purchased by another

company. Some of the old Bentley workforce continues to work for Woodchester.

Woodchester manufactures vertical pianos from 44-1/2" to 48" in height. The larger models have Renner actions, Abel hammers, Delignit pinblocks, and backs based on a Rippen design. Components for the smaller models are from Poland and the Czech Republic.

Prices range: approximately \$4,000-8,000

Wurlitzer—See "Baldwin"

Yamaha

In Yamaha's regular piano line, the 4' 11" model A1 (and its Disklavier version DA1) have been discontinued. The models G1 and G2 grands (5' 3" and 5' 8") have been replaced with models C1 and C2 of the same size. The change is mostly in name; technically the new models are very similar to the old. In addition to the established 5' 3" model GH1B, customers can now choose from a new 5' 3" model GP1 grand, which is the same as the model GH1B, but with a less expensive cabinet.

Polyester finishes are now being applied in Yamaha's Thomaston, Georgia plant. This will allow the company to manufacture cabinet styles there that previously could only be made in Japan. The first model to receive this treatment is the new 45" vertical T116, which is the same as the 45" P2F piano, but in a furniture style more like that of the model U1.

In other vertical piano changes, a new 44" model M450 supplements the model M500 of the same size and design, but with a less expensive cabinet. The 48" model WX1 and the 52" model WX7 have been discontinued, but the 48" model U1 has been redesigned to contain the scale design and some of the features of the WX1. A new 52" model U5 has been created to embody the scaling and some of the features of the WX7, including agraffes, duplex scaling, and sostenuto. Neither model, however, has the X-shaped back of the WX series. Minor changes have been made to the 52" model U3. All three upright models now have Yamaha's "Slo-Close" fallboard.

Yamaha has renamed its "Silent Series" pianos "MIDIPIanos" to emphasize the MIDI feature for marketing purposes. Many Yamaha models are now available as MIDIPIanos; model numbers begin with "MP."

In 1997, the Mark II Disklavier system became the Mark IIXG. The "XG" stands for "extended General MIDI" and refers to the new internal tone card that contains an enormous library of 676 voices and numerous special effects from which thousands of combinations can be created by users and programmers. Other new features of the Mark IIXG: MIDI files can be downloaded from any source and up to 1.44 megabytes (about three hours of music) can be stored on a built-in memory chip (upgradeable to 16 megs); the disk drive now reads both high-density and double-density floppy disks; the control unit's ROM is software-upgradeable; and the unit can read Standard MIDI files and so is compatible with all player piano software on the market that adheres to that standard. Note that a few of Yamaha's less expensive grand Disklavier models are available as playback units only, with no recording capabilities. Their model numbers contain the "XG," but not the "II."

Projected for 1998 is the "Pro" line of Disklaviers, intended for use by recording studios and others with sophisticated recording requirements. The playback solenoid system on the Pro line contains a servo mechanism that continuously monitors performance. Most importantly, the unit can record and playback the release of notes as well as their attack, resulting in a musical rendition much more faithful to the original. The Disklavier Pro line will be available on selected grand models over six feet and will contain all the features of the present Disklavier product, as well as the "silent" feature of the MIDIPianos.

A note is in order concerning Yamaha's model numbering system, which is becoming unwieldy due to the proliferation of digital/acoustic products. As new Disklavier models are created, the "IIXG" designation will be dropped to simplify numbering. Thus, the 48" vertical Disklavier model MX100 IIXG has become simply model MX1, and the same piano with the "silent" feature is model MPX1. This simplification has not yet come to the regular grand piano Disklavier line, which continues to use the "IIXG" designation, but grand Disklaviers with the "silent" feature are models DC1S, DC2S, and DC3S, and then DC3PRO, DC5PRO, etc. in the Disklavier Pro line. (A subtle point: Disklaviers with the "silent" feature are *not* called MIDIPianos because *all* Disklaviers have MIDI capabilities. Rather, they are called "Disklaviers with Silent Feature.")

A clarification: Yamaha's Service Bond program encourages Yamaha dealers to provide customers with follow-up service during the first six months of ownership by reimbursing the dealers for part of the cost of providing that

service. Yamaha strongly urges its dealers to participate in this program. The program is voluntary, however, and it's possible that a dealer that sells a piano at a large discount might choose to save money by not promising or providing service under the Service Bond program. When negotiating the sale, a customer should inquire as to whether the dealer participates in the Service Bond program. If so, the customer should make sure the service is actually provided. Service for which the dealer can be reimbursed does not include a full action regulation as implied in *The Piano Book*, but does include two tunings and a general maintenance check.

Yamaha operates a factory in Guangzhou, China in which it assembles pianos using parts from the nearby Guangzhou Piano Manufactory (maker of Pearl River pianos), as well as parts of its own from Japan and China. These pianos are sold in other parts of the world under the Yamaha name, but in the U.S. they appear only under the name "Eterna." Currently, this name is applied by Yamaha only to a 44" console patterned after its model M1F. This model is backed by a Yamaha warranty. (Note: Yamaha also assembles a 49" vertical in this factory, made entirely from Guangzhou parts. This model is distributed and warranted by Pearl River under its own name and is not part of the Yamaha line. See under "Pearl River.")

Young Chang

In 1995, Young Chang built a huge new piano factory in Tianjin, China. Unlike most other Chinese joint ventures, Young Chang chose to design and build the factory from scratch rather than try to reform an existing manufacturing facility. A Young Chang-owned plant in Tianjin has been making cast-iron plates for the company's Korean-made pianos for several years. The new Tianjin factory makes several vertical and grand piano models for export to the U.S. The pianos are assembled from a Chinese back, plate, and cabinet, and a Korean-made action. The soundboard is solid Chinese spruce. Chinese-made vertical model numbers begin with the letter "E," grands with "TG."

Young Chang has issued new versions of several of its Korean-made models. The new models have been reengineered by Joseph Pramberger, a former Steinway engineer. They utilize the same scale designs as the older models, but the bridges, soundboard, and hammers have been redesigned, and there are a number of cosmetic changes to the cabinet and plate. Examples of these models that I've played have sounded better than the older ones. Model numbers for all the improved models begin with the letter "P."

OTHER TOPICS

Humidity Control

Damp-Chaser Electronics Corp., which manufactures humidity-control equipment for pianos, has introduced several new models and enhancements, including systems that provide humidity control at the back of a vertical piano (where the design of the piano prevents placement of the system inside the front); systems that control humidity at both the back and front, for maximum protection; systems especially designed for climates that are unusually wet or unusually dry; and a "smart" heating element in the humidifier that turns itself off when no water is detected on the cloth pads.

MODEL and PRICING GUIDE

This guide contains the "list price" for nearly every brand, model, style, and finish of new piano that has regular distribution in the United States and, for the most part, Canada. Some marginal, local, or "stencil" brands are omitted. Except where indicated, prices are in U.S. dollars and the pianos are assumed to be for sale in the U.S. (Canadians will find the information useful after translation into Canadian dollars, but there may be differences in import duties and sales practices that will affect retail prices.) Prices and specifications are, of course, subject to change. Most manufacturers revise their prices at least once a year; two or three times a year is not uncommon when international currency values are unstable. The prices in this edition were compiled in the spring of 1998.

Some terms used in this guide require special explanation and disclaimers:

List Price

The list price is usually a starting point for negotiation, not a final sales price. The term "list price," as used in this *Supplement*, is a "standard" list price computed from the published wholesale price according to a formula commonly used in the industry. For their own suggested retail prices, however, some manufacturers use a different formula, usually one that raises the prices above "standard" list by ten to fifteen percent so that their dealers can advertise a larger "discount" without losing profit. For this reason, price-shopping by comparing discounts from the manufacturer's suggested retail price may result in a faulty price comparison. To provide a level playing field for comparing prices, most prices in this guide are computed according to a uniform "standard" formula, even though it may differ from the manufacturers' own suggested retail prices. [Exception: Some Steinway suggested retail prices are *lower* than "standard" list, but I'm using Steinway's own prices in this guide because in many cases they are close to the actual selling prices, and comparison shopping is not as big an issue as it is with other brands.] For most models, the price includes a bench and the standard manufacturer's warranty for that brand (see *The Piano Book* for details). Most dealers will also include moving and one or two tunings in the home, but these are optional and a matter of agreement between you and the dealer.

Style and Finish

Unless otherwise indicated, the cabinet style is assumed to be "traditional" and is not stated. Exactly what "traditional" means varies from brand to brand. In general, it is a "classic" styling with minimal embellishment and straight legs. The vertical pianos have front legs, which are free-standing on smaller verticals and attached to the cabinet with toe blocks on larger verticals. "Continental" or European styling refers to vertical pianos without decorative trim and usually without front legs. Other furniture styles (Chippendale, French Provincial, Queen Anne, etc.) are as noted. The manufacturer's own trademarked style name is used when an appropriate generic name could not be determined.

Unless otherwise stated, all finishes are assumed to be "satin," which reflects light but not images. "Polished" finishes, also known as "high-gloss" or "high-polish," are mirror-like. "Oiled" finishes are usually matte (not shiny). "Open-pore" finishes, common on some European pianos, are slightly "grainier" satin finishes due to the wood pores not being filled in prior to finishing. "Ebony" is a black finish.

Special-order-only styles and finishes are in italics.

Some descriptions of style and finish may be slightly different from the manufacturer's own for the purpose of clarity, consistency, saving space, or other reason.

Size

The height of a vertical piano is measured from the floor to the top of the piano. The length of a grand piano is measured from the very front (keyboard end) to the very back (tail end).

About Actual Selling or "Street" Prices

Buying a piano is something like buying a car—the list price is deliberately set high in anticipation of negotiating.* But sometimes this is carried to extremes, as when the salesperson reduces the price three times in the first fifteen minutes to barely half the sticker price. In situations like this, the customer, understandably confused, is bound to ask in exasperation, "What is the *real* price of this piano?"

* A relatively small number of dealers have non-negotiable prices.

Unfortunately, there *is* no “real” price. In theory, the dealer pays a wholesale price and then marks it up by an amount sufficient to cover the overhead and produce a profit. In practice, however, the markup can vary considerably from sale to sale depending on such factors as:

- how long the inventory has been sitting around, racking up finance charges for the dealer
- how much of a discount the dealer received at the wholesale level for buying in quantity or for paying cash
- the dealer’s cash flow situation
- the competition in that particular geographic area for a particular brand or type of piano
- special piano sales events taking place in the area
- how the salesperson sizes up your situation and your willingness to pay
- the level of pre- and post-sale service the dealer seeks to provide
- the dealer’s other overhead expenses

It’s not unusual for one person to pay fifty percent more than another for the same brand and model of piano—sometimes even from the same dealer on the same day! It may seem as if pricing is so chaotic that no advice can be given, but in truth, enough piano sales do fall within a certain range of typical profit margins that some guidance is possible as long as the reader understands the limitations inherent in this kind of endeavor.

Historically, discounts from “standard” list price have averaged ten or fifteen percent in the piano business. In recent years, however, conditions have changed such that, according to some industry sources, the average discount from list has increased to twenty or twenty-five percent. Essentially, due to growing competition from used pianos and digital pianos, and a decrease in the cultural importance attached to having a piano in the home, there are too many dealers of new pianos chasing after too few consumer dollars. In addition, higher labor costs worldwide and unfavorable international currency values make some brands so expensive in the U.S. that they can only be sold at very large discounts. I think, too, that consumers are becoming more savvy and are shopping around. Unfortunately, the overhead costs of running a traditional piano store are so high that most dealers cannot

stay in business if they sell at an average discount from "standard" list price of more than about twenty percent. To survive, dealers are evolving multiple new approaches: becoming more efficient, instituting low-price/high volume strategies, cutting their overhead—sometimes including service—or subsidizing their meager sales of new pianos with used pianos (which command higher profit margins), rentals, rebuilding, and other products and services.

Although the average discount has increased, it is by no means uniform. Some brands dependably bring top dollar; others languish or the price is highly situational. I did consider giving a typical range of "street" prices for each brand and model listed in this volume, but concluded that the task would be too daunting due to the extreme variation that can exist from one situation to another, and because of the political fallout that would likely result from dealers and manufacturers who fear the loss of what little power they still have over aggressive, price-shopping customers. So, for now, I've decided just to give general advice in print. (For those who desire more specific information on "street" prices, I offer additional services, such as private telephone consultations and a Pricing Guide Service on the World Wide Web.)

It should be clearly understood that the advice given here is based on my own observations, subjective judgment, and general understanding of the piano market, *not* on statistical sales data or scientific analysis. (Brand-by-brand statistical sales data are virtually nonexistent.) This knowledge is the product of discussions with hundreds of customers, dealers, technicians, and industry executives over the years. Other industry observers may come to different conclusions. This rundown of "street" prices won't cover every brand, but should give a rough idea of what to expect and the ability to predict prices for some of the brands not specifically covered. I can't emphasize enough, however, that pricing can be highly situational, dependent on the mix of available products and the ease of comparison shopping in any particular geographic area, as well as on the financial situation of dealer and customer. The following generalizations should prove useful to you, but expect almost anything.

As a general rule of thumb:

- the more expensive the piano, the higher the possible discount
- the more "exclusive" a brand is perceived to be, the less likely head-to-head competition, and therefore the lower the possible discount

- the longer a piano remains unsold, the higher the possible discount
- the more service-intensive the piano, the lower the possible discount

Although discounts from "standard" list price for Japanese and Korean pianos typically start at perhaps fifteen percent, twenty or even thirty percent discounts are not uncommon in a moderately competitive environment, especially if the dealer knows the customer is shopping around. Korean pianos are disadvantaged by the presence in the market of too many different brand names made by the same two companies, driving prices down. Some Korean pianos are sold at large discounts (more than ten percent) from the published *wholesale* price to dealers who buy in quantity, a savings the dealers can pass on to the retail customers if they choose to do so. The problem for the consumer is that these wholesale discounts are not given out consistently among dealers, so figuring out an appropriate "street" price for a particular dealer and situation from the price information presented in this *Supplement* could be difficult.

The Boston piano, although manufactured in Japan, is generally viewed as being a little more "exclusive" due to its association with Steinway, so deep discounting is much less likely. Discounts in the range of ten to twenty percent are common. Baldwin, whose pianos are usually seen as being distinctly different from the Asian products even though they often share common price ranges, also benefits from exceptional name recognition and its historical "made in USA" connection. Discounting is likely to be moderate, in my experience—perhaps fifteen to twenty-five percent.

Western European instruments tend to be extremely expensive here due to their high quality, the high European cost of doing business, and unfavorable exchange rates. There appear to be two types of dealers of these pianos. One type, specializing in selling higher-quality instruments to a demanding clientele, manages to get top dollar for them despite their high price, with discounts averaging only twenty percent or so. They are not particularly into negotiating. The other type of dealer, probably more numerous, depends for his or her "bread and butter" on consumer-grade pianos and is pleased to make a relatively small profit on the occasional sale of a luxury instrument. Discounts here may well approach forty percent at times, especially if the piano has gone unsold for an extended period of time.

At the other end of the price spectrum, most Russian and Chinese pianos are so cheap, and require so much servicing by the dealer, that it's simply not cost-effective to sell them for much less than full list price. However, some

dealers do use them as “loss leaders,” that is, just to get people into the store, whereupon the customer is sold on a more expensive piano. In that situation, the occasional customer who actually chooses to buy the “leader” may do so at a large discount. Eastern European brands like Petrof are already seen as being a good deal for the money, have little in the way of direct competition, and are fairly service-intensive for the dealer, so expect moderate discounts—perhaps fifteen to twenty-five percent.

Steinway pianos have always been in a class by themselves, historically the only expensive piano to continually command high profit margins. Except for older Steinways and the occasional Mason & Hamlin, Steinway has little competition and fewer than one hundred dealers in the United States. Service requirements can be quite high, at least in part because of the higher standards often required to satisfy a fussier clientele. Historically, Steinway pianos have sold at or near full manufacturer’s suggested retail price. (Some dealers even sell *above* suggested retail!) This is still true in many places, but in recent years I have seen a little more discounting than in the past. Ten to twenty percent is not unusual in some areas; as much as twenty-five percent would be rare.

There is no “fair” price for a piano except the one the buyer and seller agree on. The dealer is no more obligated to sell you a piano at a deep discount than you are obligated to pay the list price. Many dealers are simply not able to sell at the low end of the range consistently and still stay in business. It’s understandable that you would like to pay the lowest price possible, and there’s no harm in asking, but remember that piano shopping is not just about chasing the lowest price. Be sure you are getting the instrument that best suits your needs and preferences and that the dealer is committed to providing the proper pre- and post-sale service.

(Note: Remember that the “street” price discounts suggested above should be subtracted from the “standard” list prices in this *Supplement*, not from the manufacturer’s suggested retail price.)

For more information on shopping for a new piano and on how to save money, please see pages 60–68 in *The Piano Book* (third edition).

Astin-Weight

Verticals

375	41"	Ebony	6,700.
375	41"	Spanish Oiled Oak	6,950.
375	41"	Spanish Lacquer Oak	6,950.
375	41"	Italian Oiled Walnut	7,120.
375	41"	Italian Lacquer Walnut	7,160.
375	41"	Regency Oiled Oak	7,120.
375	41"	Regency Lacquer Oak	7,200.
375	41"	Regency Oiled Walnut	7,200.
375	41"	Regency Lacquer Walnut	7,240.
U-500	50"	Ebony	9,950.
U-500	50"	Oiled Oak	9,950.
U-500	50"	Lacquer Oak	10,070.
U-500	50"	Oiled Walnut	10,270.
U-500	50"	Lacquer Walnut	10,350.

Grands

—	5' 9"	Ebony	34,000.
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August Förster — see "Förster, August"

Baldwin

Verticals

660	43-1/2"	Georgian Mahogany	4,390.
662	43-1/2"	Queen Anne Regency Cherry	4,390.
665	43-1/2"	Transitional Country Oak	4,390.
667	43-1/2"	Country French Oak	4,390.
E100	43-1/2"	Continental Georgian Mahogany	4,510.
E100	43-1/2"	Continental Polished Ebony	4,980.
E100	43-1/2"	Continental Polished Ivory	4,980.
2090	43-1/2"	Hepplewhite Vintage Mahogany	5,150.
2095	43-1/2"	Regal Oak	5,150.
2096	43-1/2"	Queen Anne Royal Cherry	5,150.
243HPA	45"	Ebony	5,450.
243HPA	45"	Golden Oak	5,250.
243HPA	45"	American Walnut	5,450.

*For explanation of terms and prices, please see pages 37-42.

Model	Size	Style and Finish	Price*
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Baldwin (continued)

5050	45"	Limited Edition Mahogany	6,750.
5052	45"	Limited Edition Queen Anne Cherry	6,750.
5057	45"	Limited Edition Queen Anne Oak	6,750.
E250	45"	Contemporary Polished Ebony	5,650.
248A	48"	Ebony	7,150.
248A	48"	Polished Ebony	7,750.
248A	48"	American Walnut	7,350.
6000	52"	Ebony	9,440.
6000	52"	Mahogany	9,700.

Grands

M	5' 2"	Ebony	21,000.
M	5' 2"	Polished Ebony	21,800.
M	5' 2"	Mahogany	21,980.
M	5' 2"	Polished Mahogany	22,880.
R	5' 8"	Ebony	24,080.
R	5' 8"	Polished Ebony	24,980.
R	5' 8"	Mahogany	25,180.
R	5' 8"	Polished Mahogany	26,080.
226	5' 8"	French Provincial Royal Cherry	29,900.
226	5' 8"	French Provincial Polished Cherry	30,800.
227	5' 8"	Louis XVI Mahogany	29,600.
L	6' 3"	Ebony	27,300.
L	6' 3"	Polished Ebony	28,200.
L	6' 3"	Mahogany	28,500.
L	6' 3"	Polished Mahogany	29,400.
SF10	7'	Ebony	40,900.
SF10	7'	Polished Ebony	41,900.
SF10	7'	Mahogany	42,200.
SD10	9'	Ebony	67,540.

ConcertMaster (approximate, including installation by factory or dealer)

Verticals — Playback only	7,640.
Grands — Playback only	9,200.
Verticals — Playback w/Perf. Option	8,928.
Grands — Playback w/Perf. Option	10,500.
With stop rail, add \$300-\$400	

Note: Discounts may apply, especially as an incentive to purchase the piano.

Bechstein, C.

Verticals

112	44"	Ebony	17,520.
112	44"	Polished Ebony	18,420.
112	44"	Walnut	18,420.
112	44"	Polished Walnut	19,440.
112	44"	Mahogany	18,420.
112	44"	Polished Mahogany	19,440.
112	44"	Cherry	18,420.
112	44"	Polished Cherry	19,440.
112	44"	Oak	18,140.
112	44"	Natural Oak/Ebony	18,140.
112	44"	Beech/Ebony	17,440.
112	44"	Polished White	19,180.
114	45"	Ebony	19,180.
114	45"	Polished Ebony	20,020.
114	45"	Walnut	20,020.
114	45"	Polished Walnut	20,600.
114	45"	Mahogany	20,020.
114	45"	Polished Mahogany	20,600.
114	45"	Cherry	20,020.
114	45"	Polished Cherry	20,600.
114	45"	Oak	19,840.
114	45"	Natural Oak/Ebony	19,840.
114	45"	Polished White	20,280.
118	47"	Polished Ebony	22,940.
118	47"	Walnut	22,940.
118	47"	Polished Walnut	24,220.
118	47"	Mahogany	22,940.
118	47"	Polished Mahogany	24,220.
118	47"	Cherry	22,940.
118	47"	Polished Cherry	24,220.
118	47"	Oak	22,940.
118	47"	Polished White	23,820.
122	48"	Polished Ebony	24,600.
122	48"	Walnut	24,600.

*For explanation of terms and prices, please see pages 37-42.

Model	Size	Style and Finish	Price*
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Bechstein, C. (continued)

122	48"	Polished Walnut	25,860.
122	48"	Mahogany	24,600.
122	48"	Polished Mahogany	25,860.
122	48"	Cherry	24,600.
122	48"	Polished Cherry	25,860.
122	48"	Oak	24,600.
122	48"	Polished White	25,480.
122	48"	"Elegance" Polished Ebony	26,400.
122	48"	"Elegance" Walnut	26,400.
122	48"	"Elegance" Polished Walnut	27,720.
122	48"	"Elegance" Mahogany	26,400.
122	48"	"Elegance" Polished Mahogany	27,720.
122	48"	"Elegance" Cherry	26,400.
122	48"	"Elegance" Polished Cherry	27,720.
122	48"	"Elegance" Polished White	27,280.
11A	50"	Polished Ebony	34,880.
11A	50"	Walnut	34,880.
11A	50"	Polished Walnut	35,660.
11A	50"	Mahogany	34,080.
11A	50"	Polished Mahogany	35,660.
11A	50"	Cherry	34,880.
11A	50"	Polished Cherry	35,660.
11A	50"	Oak	34,080.
11A	50"	Polished Oak	35,660.
11A	50"	Polished White	35,660.
8A	52"	Polished Ebony	38,340.
8A	52"	Walnut	38,340.
8A	52"	Polished Walnut	39,320.
8A	52"	Mahogany	37,680.
8A	52"	Polished Mahogany	39,320.
8A	52"	Cherry	38,340.
8A	52"	Polished Cherry	39,320.
8A	52"	Oak	37,680.
8A	52"	Polished Oak	39,320.
8A	52"	Polished White	39,320.
8A	52"	<i>Add for sostenuto</i>	1,150.

Model	Size	Style and Finish	Price*
Grands			
K	5' 2"	Polished Ebony	69,700.
K	5' 2"	Mahogany	67,160.
K	5' 2"	Oak	67,160.
K	5' 2"	Walnut	69,700.
K	5' 2"	Cherry	69,700.
K	5' 2"	Polished Woods (above)	71,280.
K	5' 2"	Polished White	71,280.
K	5' 2"	Classic or Chippendale Pol. Ebony	77,600.
K	5' 2"	Classic or Chippendale Mahogany	75,200.
K	5' 2"	Classic or Chippendale Oak	75,200.
K	5' 2"	Classic or Chippendale Walnut	77,600.
K	5' 2"	Classic or Chippendale Cherry	77,600.
K	5' 2"	Classic or Chip. Pol. Woods (above)	79,320.
K	5' 2"	Classic or Chippendale Polished White	79,320.
M	5' 11"	Polished Ebony	77,580.
M	5' 11"	Mahogany	75,180.
M	5' 11"	Oak	75,180.
M	5' 11"	Walnut	77,580.
M	5' 11"	Cherry	77,580.
M	5' 11"	Polished Woods (above)	79,860.
M	5' 11"	Yew	79,860.
M	5' 11"	Polished White	79,860.
M	5' 11"	Polished Mahogany with Inlays	101,160.
M	5' 11"	Classic or Chippendale Pol. Ebony	85,680.
M	5' 11"	Classic or Chippendale Mahogany	83,300.
M	5' 11"	Classic or Chippendale Oak	83,300.
M	5' 11"	Classic or Chippendale Walnut	85,680.
M	5' 11"	Classic or Chippendale Cherry	85,680.
M	5' 11"	Classic or Chip. Pol. Woods (above)	87,920.
M	5' 11"	Classic or Chip. Pol. Bird's-Eye Maple	97,840.
M	5' 11"	Classic or Chippendale Polished White	87,920.
A-189	6' 2"	Ebony	59,160.
A-189	6' 2"	Polished Ebony	62,390.
A-189	6' 2"	Mahogany	60,760.
A-189	6' 2"	Oak	60,760.
A-189	6' 2"	Walnut	62,390.

*For explanation of terms and prices, please see pages 37-42.

Model	Size	Style and Finish	Price*
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Bechstein, C. (continued)

A-189	6' 2"	Cherry	62,390.
A-189	6' 2"	Polished Woods (above)	64,910.
A-189	6' 2"	Yew	64,910.
A-189	6' 2"	Polished White	64,910.
A-189	6' 2"	Classic Polished Ebony	70,440.
A-189	6' 2"	Classic Mahogany	68,880.
A-189	6' 2"	Classic Oak	68,880.
A-189	6' 2"	Classic Walnut	70,440.
A-189	6' 2"	Classic Cherry	70,440.
A-189	6' 2"	Classic Polished Woods (above)	72,950.
A-189	6' 2"	Classic Bird's-Eye Maple (Varvona)	83,600.
A-189	6' 2"	Classic Polished White	72,950.
B	6' 10"	Polished Ebony	87,200.
B	6' 10"	Mahogany	84,680.
B	6' 10"	Oak	84,680.
B	6' 10"	Walnut	87,200.
B	6' 10"	Cherry	87,200.
B	6' 10"	Polished Woods (above)	89,820.
B	6' 10"	Yew	89,820.
B	6' 10"	Polished White	89,820.
B	6' 10"	"Classic" Polished Ebony	95,880.
B	6' 10"	Classic Mahogany	93,320.
B	6' 10"	Classic Oak	93,320.
B	6' 10"	Classic Walnut	95,880.
B	6' 10"	Classic Cherry	95,880.
B	6' 10"	Classic Polished Woods (above)	98,400.
B	6' 10"	Classic Polished White	98,400.
C	7' 6"	Polished Ebony	105,040.
EN	9' 2"	Polished Ebony	134,800.

Blüthner

Verticals

I	46"	Ebony	15,500.
I	46"	Polished Ebony	16,660.
I	46"	Walnut	16,860.

Model	Size	Style and Finish	Price*
I	46"	Polished Walnut	18,320.
I	46"	Open-Pore Walnut	16,020.
I	46"	Mahogany	16,120.
I	46"	Polished Mahogany	17,340.
I	46"	Cherry	16,120.
I	46"	Polished Cherry	17,340.
I	46"	Polished White	17,340.
A	48"	Ebony	19,880.
A	48"	Polished Ebony	21,380.
A	48"	Walnut	21,640.
A	48"	Polished Walnut	23,520.
A	48"	Open-Pore Walnut	20,560.
A	48"	Mahogany	20,680.
A	48"	Polished Mahogany	22,220.
A	48"	Cherry	20,680.
A	48"	Polished Cherry	22,220.
A	48"	Polished White	22,220.
B	52"	Ebony	21,980.
B	52"	Polished Ebony	23,640.
B	52"	Walnut	23,920.
B	52"	Polished Walnut	26,000.
B	52"	Open-Pore Walnut	22,720.
B	52"	Mahogany	22,860.
B	52"	Polished Mahogany	24,540.
B	52"	Cherry	22,860.
B	52"	Polished Cherry	24,540.
B	52"	Polished White	24,540.
Grands			
11	5'	Ebony	39,400.
11	5'	Polished Ebony	42,380.
11	5'	Walnut	42,880.
11	5'	Polished Walnut	46,600.
11	5'	Open-Pore Walnut	40,740.
11	5'	Mahogany	40,980.
11	5'	Polished Mahogany	44,060.
11	5'	Cherry	40,980.
11	5'	Polished Cherry	44,060.

*For explanation of terms and prices, please see pages 37-42.

Blüthner (continued)

11	5'	Polished White	44,060.
11	5'	"Saxony" Polished Pyramid Mahogany	55,080.
11	5'	"Saxony" Polished Burl Walnut Inlay	55,080.
11	5'	French Baroque Dark Walnut	57,200.
11	5'	French Baroque White	68,640.
10	5' 5"	Ebony	44,220.
10	5' 5"	Polished Ebony	47,560.
10	5' 5"	Walnut	48,120.
10	5' 5"	Polished Walnut	52,300.
10	5' 5"	Open-Pore Walnut	45,720.
10	5' 5"	Mahogany	45,980.
10	5' 5"	Polished Mahogany	49,460.
10	5' 5"	Cherry	45,980.
10	5' 5"	Polished Cherry	49,460.
10	5' 5"	Polished White	49,460.
10	5' 5"	"Saxony" Polished Pyramid Mahogany	61,820.
10	5' 5"	"Saxony" Polished Burl Walnut Inlay	61,820.
10	5' 5"	French Baroque Dark Walnut	64,200.
10	5' 5"	French Baroque White	77,040.
6	6' 2"	Ebony	49,680.
6	6' 2"	Polished Ebony	53,420.
6	6' 2"	Walnut	54,060.
6	6' 2"	Polished Walnut	58,760.
6	6' 2"	Open-Pore Walnut	51,360.
6	6' 2"	Mahogany	51,680.
6	6' 2"	Polished Mahogany	55,560.
6	6' 2"	Cherry	51,680.
6	6' 2"	Polished Cherry	55,560.
6	6' 2"	Polished White	55,560.
6	6' 2"	"Saxony" Polished Pyramid Mahogany	69,440.
6	6' 2"	"Saxony" Polished Burl Walnut Inlay	69,440.
6	6' 2"	French Baroque Dark Walnut	72,120.
6	6' 2"	French Baroque White	86,540.
6	6' 2"	Classic Polished Ebony	61,440.
6	6' 2"	Classic Polished Rosewood	63,900.

Model	Size	Style and Finish	Price*
4	6' 10"	Ebony	55,880.
4	6' 10"	Polished Ebony	59,960.
4	6' 10"	Walnut	60,800.
4	6' 10"	Polished Walnut	66,080.
4	6' 10"	Open-Pore Walnut	57,760.
4	6' 10"	Mahogany	58,100.
4	6' 10"	Polished Mahogany	62,480.
4	6' 10"	Cherry	58,100.
4	6' 10"	Polished Cherry	62,480.
4	6' 10"	Polished White	62,480.
4	6' 10"	"Saxony" Polished Pyramid Mahogany	78,100.
4	6' 10"	"Saxony" Polished Burl Walnut Inlay	78,100.
4	6' 10"	Classic Polished Ebony	69,080.
4	6' 10"	Classic Polished Rosewood	71,860.
2	7' 6"	Ebony	62,700.
2	7' 6"	Polished Ebony	67,360.
1	9' 2"	Ebony	73,200.
1	9' 2"	Polished Ebony	77,960.

Bohemia / Rieger-Kloss

Bohemia and Rieger-Kloss models and prices are identical, except that Bohemia model numbers begin with "B" and Rieger-Kloss begin with "R."

Verticals

B-109	43"	Continental Polished Ebony	5,300.
B-109	43"	Continental Walnut	5,300.
B-109	43"	Continental Polished Walnut	5,300.
B-109	43"	Continental Polished Mahogany	5,300.
B-109	43"	Continental Light Oak	5,300.
B-111	44"	Continental Ebony	4,700.
B-111	44"	Continental Rustic Oak	4,700.
B-111	44"	Continental Light Beech	4,700.
B-111	44"	Continental Light Walnut	4,700.
B-118	47"	Continental Polished Ebony	5,580.
B-118	47"	Continental Walnut	5,580.
B-118	47"	Continental Cherry	5,580.
B-118	47"	Continental Light Oak	5,580.
B-121	48"	Polished Ebony	6,050.

*For explanation of terms and prices, please see pages 37-42.

Model	Size	Style and Finish	Price*
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Bohemia / Rieger-Kloss (continued)

B-122	48"	Demi-Chippendale Polished Walnut	6,710.
B-122	48"	Demi-Chippendale Polished Mahogany	6,710.
B-123	48"	Polished Ebony	6,510.
B-123	48"	Polished Walnut	6,510.
B-123	48"	Polished Mahogany	6,510.
B-123	48"	Light Oak	6,510.
B-125	50"	Polished Ebony	8,990.
B-126	50"	Polished Ebony	7,190.

Grands

BG-157	5' 2"	Polished Ebony	18,180.
BG-158	5' 2"	Polished Ebony	19,780.
BG-158	5' 2"	Polished Walnut	20,180.
BG-158	5' 2"	Polished Mahogany	20,180.
BG-185	6' 1"	Polished Ebony	22,700.
BG-185	6' 1"	Polished Walnut	23,480.
BG-185	6' 1"	Polished Mahogany	23,480.
BG-185	6' 1"	Polished White	23,180.
BG-214	7'	Polished Ebony	32,500.

Bösendorfer

Prices do not include bench

Verticals

130	52"	Polished Ebony	36,980.
130	52"	Walnut	39,980.
130	52"	Polished Walnut	39,980.
130	52"	Open-Pore Walnut	39,980.
130	52"	Mahogany	39,980.
130	52"	Polished Mahogany	39,980.
130	52"	Open-Pore Mahogany	39,980.
130	52"	Polished Pommelé Mahogany	39,980.
130	52"	Polished Pyramid Mahogany	41,980.
130	52"	Polished Bird's-Eye Maple	41,980.
130	52"	Rosewood	41,980.
130	52"	White	39,980.
130	52"	Polished White	39,980.

Model	Size	Style and Finish	Price*
Grands			
170	5' 8"	Polished Ebony	71,980.
170	5' 8"	Walnut	75,980.
170	5' 8"	Polished Walnut	75,980.
170	5' 8"	Open-Pore Walnut	75,980.
170	5' 8"	Mahogany	75,980.
170	5' 8"	Polished Mahogany	75,980.
170	5' 8"	Open-Pore Mahogany	75,980.
170	5' 8"	Polished Pommel� Mahogany	75,980.
170	5' 8"	Polished Pyramid Mahogany	80,780.
170	5' 8"	Polished Bird's-Eye Maple	80,780.
170	5' 8"	Rosewood	80,780.
170	5' 8"	White	75,980.
170	5' 8"	Polished White	75,980.
170	5' 8"	"Johann Strauss" Polished Ebony	76,980.
170	5' 8"	"Franz Schubert" Polished Cherry	87,980.
170	5' 8"	"Senator"	89,380.
170	5' 8"	"Academy" Ebony	65,980.
170	5' 8"	"Hollein," "Baroque," Chippendale	on request
200	6' 7"	Polished Ebony	83,980.
200	6' 7"	Walnut	91,180.
200	6' 7"	Polished Walnut	91,180.
200	6' 7"	Open-Pore Walnut	91,180.
200	6' 7"	Mahogany	91,180.
200	6' 7"	Polished Mahogany	91,180.
200	6' 7"	Open-Pore Mahogany	91,180.
200	6' 7"	Polished Pommel� Mahogany	91,980.
200	6' 7"	Polished Pyramid Mahogany	95,580.
200	6' 7"	Polished Bird's-Eye Maple	95,580.
200	6' 7"	Rosewood	95,580.
200	6' 7"	White	91,180.
200	6' 7"	Polished White	91,180.
200	6' 7"	"Johann Strauss" Polished Ebony	88,980.
200	6' 7"	"Franz Schubert" Polished Cherry	100,380.
200	6' 7"	"Senator"	97,380.
200	6' 7"	"Academy" Ebony	73,980.
200	6' 7"	"Hollein," "Baroque," Chippendale	on request

*For explanation of terms and prices, please see pages 37-42.

Bösendorfer (continued)

200	7'	Polished Ebony	97,980.
200	7'	Walnut	103,980.
200	7'	Polished Walnut	103,980.
200	7'	Open-Pore Walnut	103,980.
200	7'	Mahogany	103,980.
200	7'	Polished Mahogany	103,980.
200	7'	Open-Pore Mahogany	103,980.
200	7'	Polished Pommel� Mahogany	103,980.
200	7'	Polished Pyramid Mahogany	107,580.
200	7'	Polished Bird's-Eye Maple	107,580.
200	7'	Rosewood	107,580.
200	7'	White	103,980.
200	7'	Polished White	103,980.
200	7'	"Johann Strauss" Polished Ebony	100,980.
200	7'	"Franz Schubert" Polished Cherry	111,980.
200	7'	"Senator"	109,980.
200	7'	"Academy" Ebony	87,180.
200	7'	"Hollein," "Baroque," Chippendale	on request
225	7' 4"	Polished Ebony	103,980.
225	7' 4"	Walnut	112,780.
225	7' 4"	Polished Walnut	112,780.
225	7' 4"	Open-Pore Walnut	112,780.
225	7' 4"	Mahogany	112,780.
225	7' 4"	Polished Mahogany	112,780.
225	7' 4"	Open-Pore Mahogany	112,780.
225	7' 4"	Polished Pommel� Mahogany	112,780.
225	7' 4"	Polished Pyramid Mahogany	117,580.
225	7' 4"	Polished Bird's-Eye Maple	117,580.
225	7' 4"	Rosewood	117,580.
225	7' 4"	White	112,780.
225	7' 4"	Polished White	112,780.
225	7' 4"	"Johann Strauss" Polished Ebony	108,980.
225	7' 4"	"Franz Schubert" Polished Cherry	123,580.
225	7' 4"	"Senator"	119,380.
225	7' 4"	"Academy" Ebony	93,980.
225	7' 4"	"Hollein," "Baroque," Chippendale	on request

Model	Size	Style and Finish	Price*
275	9'	Polished Ebony	131,980.
275	9'	All other styles and finishes listed above, on request	
275	9' 6"	Polished Ebony	159,980.
290	9' 6"	All other styles and finishes listed above, on request	

Boston

Verticals

UP-118C	45"	Continental Polished Ebony	7,100.
UP-118C	45"	Continental Polished Walnut	7,740.
UP-118C	45"	Continental Polished Mahogany	7,740.
UP-118C	45"	Continental Polished White	7,530.
UP-118E	46"	Polished Ebony	7,530.
UP-118E	46"	Walnut	8,390.
UP-118E	46"	Polished Walnut	8,590.
UP-118E	46"	Polished Mahogany	8,590.
UP-118E	46"	Polished White	8,390.
UP-118S	46"	Open-Pore Honey Oak	5,690.
UP-118S	46"	Open-Pore Black Oak	5,690.
UP-118S	46"	Open-Pore Mahogany-Colored Oak	5,690.
UP-125E	49"	Polished Ebony	8,500.
UP-125E	49"	Polished Mahogany	9,790.
UP-132E	52"	Polished Ebony	10,300.

Grands

GP-156	5' 1"	Ebony	13,980.
GP-156	5' 1"	Polished Ebony	13,980.
GP-163	5' 4"	Ebony	16,780.
GP-163	5' 4"	Polished Ebony	17,180.
GP-163	5' 4"	Mahogany	18,280.
GP-163	5' 4"	Polished Mahogany	18,720.
GP-163	5' 4"	Walnut	18,500.
GP-163	5' 4"	Polished Walnut	18,940.
GP-163	5' 4"	Polished White	17,640.
GP-163	5' 4"	Polished Ivory	17,640.
GP-178	5' 10"	Ebony	19,360.
GP-178	5' 10"	Polished Ebony	19,780.
GP-178	5' 10"	Mahogany	20,660.

*For explanation of terms and prices, please see pages 37-42.

Boston (continued)

GP-178	5' 10"	Polished Mahogany	21,080.
GP-178	5' 10"	Walnut	20,880.
GP-178	5' 10"	Polished Walnut	21,520.
GP-178	5' 10"	Polished White	20,220.
GP-178	5' 10"	Polished Ivory	20,220.
GP-193	6' 4"	Ebony	24,540.
GP-193	6' 4"	Polished Ebony	25,180.
GP-193	6' 4"	Walnut	27,340.
GP-193	6' 4"	Polished Mahogany	27,540.
GP-193	6' 4"	Polished White	26,480.
GP-218	7' 2"	Ebony	31,180.
GP-218	7' 2"	Polished Ebony	31,980.

Brentwood

Verticals

MP005	42"	Continental Polished Ebony	2,590.
MP005	42"	Continental Polished Cherry	2,590.
MP005	42"	Continental Polished Dark Walnut	2,590.
MP005	42"	Continental Polished White	2,790.
MP012	46"	Polished Ebony	2,990.
MP012	46"	Polished Cherry	2,990.
MP012	46"	Polished Dark Walnut	2,990.
MP012	46"	Polished White	3,090.

Charles R. Walter — see "Walter, Charles R."

Chickering

Grands

410A	4' 10"	Ebony	13,180.
410A	4' 10"	Polished Ebony	13,700.
410A	4' 10"	Mahogany	13,940.
410A	4' 10"	Polished Mahogany	14,500.
410QA	4' 10"	Queen Anne Royal Cherry	15,700.
410QA	4' 10"	Queen Anne Polished Cherry	16,300.
410FP	4' 10"	French Provincial Royal Cherry	16,330.

Model	Size	Style and Finish	Price*
507A	5' 7"	Ebony	15,980.
507A	5' 7"	Polished Ebony	16,640.
507A	5' 7"	Mahogany	17,040.
507A	5' 7"	Polished Mahogany	17,760.
507DL	5' 7"	Sheraton-Hepplewhite Mahogany	18,350.
507CD	5' 7"	Chippendale Royal Cherry	18,920.

Estonia

Grands

163	5' 4"	Ebony	15,960.
163	5' 4"	Polished Ebony	15,960.
190	6' 3"	Ebony	19,580.
190	6' 3"	Polished Ebony	19,580.
190	6' 3"	White	19,580.
190	6' 3"	Polished White	19,580.
190	6' 3"	<i>Chippendale White</i>	19,940.
190	6' 3"	<i>Chippendale Polished White</i>	19,940.
273	9'	Ebony	39,940.
273	9'	Polished Ebony	39,940.
273	9'	<i>White</i>	41,940.
273	9'	<i>Polished White</i>	41,940.

Eterna

Verticals

ERC 10	44"	Continental Polished Ebony	3,390.
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Everett

Verticals

EV-44	44"	Continental Polished Ebony	2,780.
EV-44	44"	Continental Polished Mahogany	2,880.
EV-44	44"	Continental Polished Walnut	2,880.
EV-45	45"	Polished Ebony	3,180.
EV-45	45"	Polished Mahogany	3,280.
EV-45	45"	Polished Walnut	3,280.
EV-48	48"	Polished Ebony	3,600.

***For explanation of terms and prices, please see pages 37-42.**

Fandrich

Verticals

Artist	48"	Ebony	15,900.
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Fazioli

Fazioli is willing to make custom-designed cases with exotic veneers, marquetry, and other embellishments. Prices on request to Fazioli.

Grands

F156	5' 2"	Ebony	67,700.
F156	5' 2"	Polished Ebony	69,200.
F156	5' 2"	Walnut	71,900.
F156	5' 2"	Polished Walnut	74,200.
F156	5' 2"	Polished Pyramid Mahogany	76,500.
F156	5' 2"	Cherry	71,900.
F156	5' 2"	Polished Cherry	74,200.
F183	6'	Ebony	75,400.
F183	6'	Polished Ebony	77,000.
F183	6'	Walnut	80,600.
F183	6'	Polished Walnut	82,600.
F183	6'	Polished Pyramid Mahogany	85,600.
F183	6'	Cherry	80,600.
F183	6'	Polished Cherry	82,600.
F212	6' 11"	Ebony	84,800.
F212	6' 11"	Polished Ebony	86,900.
F212	6' 11"	Walnut	90,600.
F212	6' 11"	Polished Walnut	93,100.
F212	6' 11"	Polished Pyramid Mahogany	96,300.
F212	6' 11"	Cherry	90,600.
F212	6' 11"	Polished Cherry	93,100.
F228	7' 6"	Ebony	95,600.
F228	7' 6"	Polished Ebony	97,700.
F228	7' 6"	Walnut	101,600.
F228	7' 6"	Polished Walnut	103,900.
F228	7' 6"	Polished Pyramid Mahogany	108,800.
F228	7' 6"	Cherry	101,600.
F228	7' 6"	Polished Cherry	103,900.

Model	Size	Style and Finish	Price*
F278	9' 2"	Ebony	123,200.
F278	9' 2"	Polished Ebony	125,400.
F278	9' 2"	Walnut	130,600.
F278	9' 2"	Polished Walnut	134,600.
F278	9' 2"	Polished Pyramid Mahogany	139,300.
F278	9' 2"	Cherry	130,600.
F278	9' 2"	Polished Cherry	134,600.
F308	10' 2"	Ebony	161,000.
F308	10' 2"	Polished Ebony	163,400.
F308	10' 2"	Walnut	170,400.
F308	10' 2"	Polished Walnut	172,600.
F308	10' 2"	Polished Pyramid Mahogany	177,900.
F308	10' 2"	Cherry	170,400.
F308	10' 2"	Polished Cherry	172,600.

Förster, August

Verticals

116C	46"	Chippendale Polished Ebony	17,800.
116C	46"	Chippendale Polished Walnut	17,800.
116E	46"	Polished Ebony	17,800.
116	46"	Polished White	18,800.
125G	50"	Polished Ebony	21,600.
125	50"	Polished White	22,600.

Grands

170	5' 7"	Polished Ebony	37,000.
170	5' 7"	Polished Walnut	37,000.
170	5' 7"	Polished Mahogany	37,000.
170	5' 7"	Polished White	38,960.
170	5' 7"	Chippendale	45,000.
170	5' 7"	Antique	on request
170	5' 7"	Rococo	on request
190	6' 4"	Polished Ebony	42,000.
190	6' 4"	Polished Walnut	42,000.
190	6' 4"	Polished Mahogany	42,000.
190	6' 4"	Polished White	43,960.
190	6' 4"	Chippendale	50,000.

*For explanation of terms and prices, please see pages 37-42.

Model	Size	Style and Finish	Price*
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Förster, August (continued)

190	6' 4"	Antique	on request
215	7' 2"	Polished Ebony	52,600.
275	9' 1"	Polished Ebony	106,000.

Gaveau

Verticals

Etude	44-1/2"	Polished Ebony	9,216.
Etude	44-1/2"	Walnut	8,790.
Etude	44-1/2"	Polished White	9,216.
Arpège	45-1/2"	Polished Ebony	10,350.
Arpège	45-1/2"	Polished White	10,350.
Cadence	45-1/2"	Polished Ebony	10,776.
Cadence	45-1/2"	Polished White	10,776.
Florilège	46"	Polished Ebony	12,192.
Florilège	46"	Polished White	12,192.
Romantica	47"	Walnut	12,476.

George Steck — see "Steck, George"

Grotrian

Verticals

108	43"	Ebony	16,800.
108	43"	Polished Ebony	17,800.
108	43"	Open-Pore Walnut	17,200.
108	43"	Polished Walnut	18,600.
108	43"	Open-Pore Mahogany	17,200.
108	43"	Polished Mahogany	18,600.
108	43"	Open-Pore Beech	16,800.
108	43"	Open-Pore Oak	17,200.
111	44"	Polished Ebony	20,000.
111	44"	Open-Pore Walnut	19,200.
111	44"	Polished Walnut	20,800.
111	44"	Open-Pore Mahogany	19,200.
111	44"	Polished Mahogany	20,800.
111	44"	Open-Pore Oak	19,200.

Model	Size	Style and Finish	Price*
122	48"	Ebony	20,400.
122	48"	Polished Ebony	21,400.
122	48"	Open-Pore Beech	20,400.
124	49"	Polished Ebony	24,600.
124	49"	Open-Pore Walnut	23,200.
124	49"	Polished Walnut	26,000.
124	49"	Open-Pore Mahogany	23,200.
124	49"	Polished Mahogany	26,000.
124	49"	Open-Pore Oak	23,200.
132	52"	Polished Ebony	28,000.

Grands

165	5' 5"	Ebony	46,000.
165	5' 5"	Polished Ebony	49,000.
165	5' 5"	Polished Walnut	54,000.
165	5' 5"	Polished Mahogany	54,000.
192	6' 3"	Ebony	51,000.
192	6' 3"	Polished Ebony	56,000.
192	6' 3"	Polished Walnut	62,000.
192	6' 3"	Polished Mahogany	62,000.
225	7' 5"	Ebony	62,000.
225	7' 5"	Polished Ebony	67,000.
277	9' 2"	Polished Ebony	86,000.

Haessler

Verticals

115 K	45"	Polished Ebony	11,760.
115 K	45"	Waxed Alder	11,560.
115 K	45"	Beech	11,560.
115 K	45"	Ash	11,560.
115 K	45"	Polished White	12,320.
118 K	46"	Polished Ebony	13,160.
118 K	46"	Ebony with Walnut Accent	14,260.
118 K	46"	Mahogany	12,460.
118 K	46"	Polished Mahogany	13,880.
118 K	46"	Walnut	12,460.
118 K	46"	Polished Walnut	12,080.

*For explanation of terms and prices, please see pages 37-42.

Model	Size	Style and Finish	Price*
Haessler (continued)			
118 K	46"	Cherry	12,460.
118 K	46"	Polished Cherry	14,280.
118 K	46"	Cherry with Yew Inlay	13,620.
118 K	46"	Polished Cherry with Yew Inlay	15,060.
118 K	46"	Oak	12,460.
118 K	46"	Polished White	13,720.
118 KM	46"	Polished Ebony	13,960.
118 KM	46"	Polished White	14,540.
118 CH	46"	Mahogany	13,480.
118 CH	46"	Polished Mahogany	15,060.
118 CH	46"	Walnut	13,820.
118 CH	46"	Polished Walnut	15,380.
124 K	49"	Polished Ebony	14,120.
124 K	49"	Ebony with Walnut Accent	14,920.
124 K	49"	Mahogany	13,720.
124 K	49"	Polished Mahogany	15,300.
124 K	49"	Walnut	13,720.
124 K	49"	Polished Walnut	15,300.
124 K	49"	Cherry	14,160.
124 K	49"	Polished Cherry	15,740.
124 K	49"	Cherry with Yew Inlay	14,960.
124 K	49"	Polished Cherry with Yew Inlay	16,520.
124 K	49"	Polished White	14,720.
124 KM	49"	Polished Ebony	14,680.
124 KM	49"	Polished White	14,680.
132	52"	Polished Ebony	15,120.
Grands			
186	6' 1"	Ebony	38,158.
186	6' 1"	Polished Ebony	41,100.
186	6' 1"	Mahogany	39,720.
186	6' 1"	Polished Mahogany	42,680.
186	6' 1"	Polished Pyramid Mahogany	52,720.
186	6' 1"	Walnut	41,540.
186	6' 1"	Polished Walnut	45,120.
186	6' 1"	Open-Pore Walnut	39,500.

Model	Size	Style and Finish	Price*
186	6' 1"	French Baroque Dark Walnut	55,220.
186	6' 1"	French Baroque White	66,200.
186	6' 1"	Classic Polished Ebony	47,140.
186	6' 1"	Classic Polished Rosewood	49,000.
186	6' 1"	Polished White	42,700.

Hoffmann, W.

Verticals

H-115	45-1/2"	Polished Ebony	13,980.
H-115	45-1/2"	Oak	13,850.
H-115	45-1/2"	Mahogany	13,850.
H-115	45-1/2"	Polished Mahogany	15,120.
H-115	45-1/2"	Walnut	13,850.
H-115	45-1/2"	Polished Walnut	15,120.
H-115	45-1/2"	Cherry	13,850.
H-115	45-1/2"	Polished Cherry	15,120.
H-115	45-1/2"	Polished White	14,180.
H-115	45-1/2"	Add for School Model (Satin Finishes)	720.
H-117	46"	Polished Ebony	9,770.
H-120	47-1/2"	Polished Ebony	15,400.
H-120	47-1/2"	Oak	15,280.
H-120	47-1/2"	Mahogany	15,280.
H-120	47-1/2"	Polished Mahogany	16,540.
H-120	47-1/2"	Walnut	15,280.
H-120	47-1/2"	Polished Walnut	16,540.
H-120	47-1/2"	Cherry	15,280.
H-120	47-1/2"	Polished Cherry	16,540.
H-120	47-1/2"	Polished White	16,030.
H-120	47-1/2"	Polished Blue	16,540.
H-124	49"	Polished Ebony	16,380.
H-124	49"	Oak	16,250.
H-124	49"	Mahogany	16,250.
H-124	49"	Polished Mahogany	17,500.
H-124	49"	Walnut	16,250.
H-124	49"	Polished Walnut	17,500.
H-124	49"	Cherry	16,250.
H-124	49"	Polished Cherry	17,500.
H-124	49"	Polished White	17,000.

*For explanation of terms and prices, please see pages 37-42.

Hoffmann, W. (continued)

Grands

H-173	5' 7"	Polished Ebony	37,760.
H-173	5' 7"	Polished Mahogany	38,900.
H-190	6' 4"	Polished Ebony	42,340.

Hyundai

Verticals

U-820	41"	Continental Ebony	3,898.
U-820	41"	Continental Polished Ebony	3,998.
U-820	41"	Continental Walnut	4,178.
U-820	41"	Continental Polished Walnut	4,178.
U-820	41"	Continental Polished Mahogany	4,178.
U-820	41"	Continental Polished Natural Oak	4,178.
U-820	41"	Continental Brown Oak	4,178.
U-820	41"	Continental Polished Brown Oak	4,178.
U-820	41"	Continental Polished Ivory	4,118.
U-820	41"	Continental Polished White	4,118.
U-824F	43"	French Walnut	4,998.
U-824F	43"	French Brown Oak	4,998.
U-824F	43"	French Cherry	4,998.
U-824M	43"	Mediterranean Brown Oak	4,998.
U-822	45"	Continental Polished Ebony	4,698.
U-822	45"	Continental Polished Mahogany	4,998.
U-852	46"	Ebony	5,198.
U-852	46"	Polished Ebony	5,198.
U-852	46"	Polished Mahogany	5,198.
U-852	46"	Brown Oak	5,198.
U-852	46"	Walnut	5,198.
U-842	46"	Chippendale Polished Mahogany	5,598.
U-832	48"	Ebony	5,198.
U-832	48"	Polished Ebony	5,300.
U-832	48"	Walnut	5,398.
U-832	48"	Polished Walnut	5,398.
U-832	48"	Brown Oak	5,398.
U-832	48"	Polished Brown Oak	5,398.

Model	Size	Style and Finish	Price*
U-832	48"	Polished Mahogany	5,398.
U-837	52"	Ebony	5,598.
U-837	52"	Polished Ebony	5,698.
U-837	52"	Walnut	5,798.
U-837	52"	Polished Walnut	5,798.
U-837	52"	Polished Mahogany	5,798.
Grands			
G-50A	4' 7"	Ebony	9,898.
G-50A	4' 7"	Polished Ebony	9,998.
G-50A	4' 7"	Walnut	10,398.
G-50A	4' 7"	Polished Walnut	10,398.
G-50A	4' 7"	Polished Mahogany	10,398.
G-50A	4' 7"	Brown Oak	10,398.
G-50A	4' 7"	Polished Brown Oak	10,398.
G-50A	4' 7"	Polished Natural Oak	10,398.
G-50A	4' 7"	Cherry	10,398.
G-50A	4' 7"	Polished Ivory	10,198.
G-50A	4' 7"	Polished White	10,198.
G-50A	4' 7"	Polished Rosewood	10,198.
G-50AF	4' 7"	Queen Anne Polished Ebony	11,900.
G-50AF	4' 7"	Queen Anne Walnut	11,900.
G-50AF	4' 7"	Queen Anne Polished Walnut	11,900.
G-50AF	4' 7"	Queen Anne Brown Oak	11,900.
G-50AF	4' 7"	Queen Anne Polished Brown Oak	11,900.
G-50AF	4' 7"	Queen Anne Polished Mahogany	11,900.
G-50AF	4' 7"	Queen Anne Cherry	11,900.
G-50AF	4' 7"	Queen Anne Polished Ivory	11,900.
G-50AF	4' 7"	Queen Anne Polished White	11,900.
G-80A	5' 1"	Ebony	11,398.
G-80A	5' 1"	Polished Ebony	11,498.
G-80A	5' 1"	Walnut	11,898.
G-80A	5' 1"	Polished Walnut	11,898.
G-80A	5' 1"	Polished Natural Oak	11,898.
G-80A	5' 1"	Brown Oak	11,898.
G-80A	5' 1"	Polished Brown Oak	11,898.
G-80A	5' 1"	Polished Mahogany	11,898.
G-80A	5' 1"	Cherry	11,898.

*For explanation of terms and prices, please see pages 37-42.

Hyundai (continued)

G-80A	5' 1"	Polished Ivory	11,698.
G-80A	5' 1"	Polished White	11,698.
G-80B	5' 1"	Chippendale Polished Mahogany	14,098.
G-80B	5' 1"	Chippendale Polished White	14,098.
G-81	5' 9"	Chippendale Polished Mahogany	15,398.
G-82	5' 9"	Ebony	12,798.
G-82	5' 9"	Polished Ebony	12,898.
G-82	5' 9"	Walnut	13,298.
G-82	5' 9"	Polished Walnut	13,298.
G-82	5' 9"	Polished Natural Oak	13,298.
G-82	5' 9"	Brown Oak	13,298.
G-82	5' 9"	Polished Brown Oak	13,298.
G-82	5' 9"	Polished Mahogany	13,298.
G-82	5' 9"	Cherry	13,298.
G-82	5' 9"	Polished Ivory	13,098.
G-82	5' 9"	Polished White	13,098.
G-82AF	5' 9"	Queen Anne Polished Mahogany	15,398.
G-82AF	5' 9"	Queen Anne Cherry	15,398.
G-84	6' 1"	Ebony	13,498.
G-84	6' 1"	Polished Ebony	13,598.
G-84	6' 1"	Walnut	13,998.
G-84	6' 1"	Polished Walnut	13,998.
G-84	6' 1"	Brown Oak	13,998.
G-84	6' 1"	Polished Brown Oak	13,998.
G-84	6' 1"	Polished Mahogany	13,998.
G-84	6' 1"	Polished Ivory	13,798.
G-84	6' 1"	Polished White	13,798.
G-85	6' 10"	Ebony	17,398.
G-85	6' 10"	Polished Ebony	17,398.

Kawai

Verticals

CX-5	41"	Continental Polished Ebony	5,030.
CX-5	41"	Continental Polished Mahogany	5,150.
CX-5	41"	Continental Polished Walnut	5,150.

Model	Size	Style and Finish	Price*
CX-5	41"	Continental Polished Ivory	5,070.
504-M	43"	Mediterranean Oak	3,990.
504-T	43"	Mahogany	3,990.
504-F	43"	French Provincial Cherry	4,090.
504-Q	43"	Queen Anne Mahogany	4,090.
505-M	43"	Mediterranean Oak	4,430.
505-T	43"	Mahogany	4,430.
505-F	43"	French Provincial Cherry	4,550.
505-Q	43"	Queen Anne Mahogany	4,550.
604-M	44"	Mediterranean Pecan	5,290.
604-T	44"	Mahogany	5,370.
604-CF	44"	Country French Oak	5,410.
604-F	44"	French Provincial Cherry	5,410.
605-M	44"	Mediterranean Oak	5,350.
605-T	44"	Mahogany	5,410.
605-CF	44"	Country French Oak	5,450.
605-F	44"	French Provincial Cherry	5,450.
CX-5H	45"	Ebony	3,990.
CX-5H	45"	Polished Ebony	3,890.
CX-5H	45"	Oak	4,090.
CX-5H	45"	Polished Mahogany	4,590.
CX-5H	45"	Polished Snow White	4,090.
AT-105	45"	CX-5H Polished Ebony with AnyTime	5,990.
902-M	46"	Mediterranean Oak	6,070.
902-F	46"	French Provincial Cherry	6,290.
902-T	46"	Mahogany	6,290.
UST-7	46"	Ebony	6,070.
UST-7	46"	Oak	6,330.
UST-7	46"	Walnut	6,370.
UST-8C	46"	Ebony	5,050.
UST-8C	46"	Walnut	5,050.
UST-8C	46"	Oak	5,050.
CX-21	48"	Polished Ebony	5,470.
CX-21	48"	Polished Snow White	5,470.
AT-120	48"	CX-21 Polished Ebony with AnyTime	6,490.
NS-20A	49"	Polished Ebony	7,210.
NS-20A	49"	Oak	7,630.

*For explanation of terms and prices, please see pages 37-42.

Kawai (continued)

NS-20A	49"	Walnut	7,850.
NS-20A	49"	Polished Walnut	8,330.
NS-20A	49"	Polished Sapeli Mahogany	8,190.
NS-20A LE	49"	Limited Edition Polished Ebony	7,410.
AT-170	49"	NS-20A Polished Ebony with AnyTime	8,590.
US-6X	52"	Polished Ebony	9,590.
US-6X	52"	Polished Walnut	10,850.
US-8X	52"	Polished Ebony	11,750.

Grands

GM-1	4' 9"	Ebony	11,690.
GM-1	4' 9"	Polished Ebony	11,790.
GM-1	4' 9"	Polished Snow White	12,790.
GM-2	5'	Ebony	11,090.
GM-2	5'	Polished Ebony	11,190.
GM-2	5'	Polished Snow White	11,990.
GE-1A	5' 1"	Ebony	13,190.
GE-1A	5' 1"	Polished Ebony	13,390.
GE-1A	5' 1"	Polished Mahogany	15,790.
GE-1A	5' 1"	Polished Snow White	14,590.
GE-1A	5' 1"	Polished Ivory	14,990.
GE-1A LE	5' 1"	Limited Edition Polished Ebony	13,590.
RX-1	5' 5"	Ebony	16,690.
RX-1	5' 5"	Polished Ebony	16,990.
RX-1	5' 5"	Walnut	18,990.
RX-1	5' 5"	Polished Walnut	19,790.
RX-1	5' 5"	Polished Sapeli Mahogany	19,590.
RX-1	5' 5"	Polished Snow White	18,790.
GE-3	5' 9"	Polished Ebony	17,390.
GE-3	5' 9"	Polished Snow White	18,790.
RX-2	5' 10"	Ebony	18,790.
RX-2	5' 10"	Polished Ebony	19,190.
RX-2	5' 10"	Walnut	20,790.
RX-2	5' 10"	Polished Walnut	21,590.
RX-2	5' 10"	Oak	19,790.
RX-2	5' 10"	Polished Sapeli Mahogany	21,190.

Model	Size	Style and Finish	Price*
RX-2	5' 10"	Polished Mahogany	21,790.
RX-2	5' 10"	Polished Snow White	20,390.
RX-2	5' 10"	Polished Rosewood	25,090.
RX-2F	5' 10"	French Provincial Polished Mahogany	25,090.
RX-2 LE	5' 10"	Limited Edition Polished Ebony	19,590.
RX-3	6' 1"	Ebony	25,290.
RX-3	6' 1"	Polished Ebony	26,190.
RX-3 LE	6' 1"	Limited Edition Polished Ebony	26,590.
RX-A	6' 5"	Polished Ebony	51,990.
RX-5	6' 6"	Ebony	27,990.
RX-5	6' 6"	Polished Ebony	28,390.
RX-5	6' 6"	Limited Edition Polished Ebony	28,790.
RX-6	7'	Ebony	30,990.
RX-6	7'	Polished Ebony	31,390.
RX-7	7' 6"	Ebony	35,790.
RX-7	7' 6"	Polished Ebony	35,990.
GS-100	9' 1"	Ebony	66,790.
GS-100	9' 1"	Polished Ebony	68,790.
EX	9' 1"	Polished Ebony	98,990.

Kemble

Verticals

Cambridge 10	43"	Continental Polished Ebony	6,820.
Cambridge 10	43"	Continental Mahogany	6,160.
Cambridge 10	43"	Continental Polished Mahogany	6,820.
Cambridge 10	43"	Continental Polished Brown Mahogany	6,160.
Oxford	43"	Polished Ebony	7,040.
Oxford	43"	Mahogany	6,380.
Oxford	43"	Polished Mahogany	7,040.
Oxford	43"	Polished Brown Mahogany	6,380.
Oxford	43"	Beech	7,040.
Cambridge 15	45"	Continental Mahogany	6,820.
Cambridge 15	45"	Continental Polished Mahogany	7,480.
Cambridge 15	45"	Continental Cherry	7,040.
Traditional	45"	Polished Ebony	7,700.
Traditional	45"	Polished Mahogany	7,700.
Traditional	45"	Alder	7,700.

*For explanation of terms and prices, please see pages 37-42.

Model	Size	Style and Finish	Price*
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Kemble (continued)

Prestige	45"	Cherry with Yew Inlay	8,700.
Empire	45"	Empire Polished Mahogany	8,920.
K121	48"	Polished Ebony	8,700.
K121	48"	Polished Mahogany	8,700.

Silent Verticals

KS-15	45"	Continental Walnut	8,700.
KS Trad.	45"	Polished Ebony	9,360.
KS Empire	45"	Empire Polished Mahogany	10,780.

Knabe

The prices below include a factory-installed PianoDisc PDS 128 or PianoCD playback system. Add \$1,295 each for a Symphony Sound Module or a TFT MIDI Record System. Subtract \$2,300 for a factory-installed GT-360 QuietTime system instead of the PDS 128 Plus or PianoCD. Subtract \$3,500 for a regular Knabe acoustic piano without any extra equipment.

Verticals

KN-420	42"	Continental Ebony	8,704.
KN-420	42"	Continental Polished Ebony	8,704.
KN-420	42"	Continental Polished Walnut	8,784.
KN-420	42"	Continental Polished Mahogany	8,784.
KN-420	42"	Continental Polished Ivory	8,704.
KN-420	42"	Continental Polished White	8,704.
KNF-43	43"	Queen Anne Oak	9,532.
KNF-43	43"	French Provincial Cherry	9,532.
KN-480	48"	Ebony	10,372.
KN-480	48"	Polished Ebony	10,372.
KN-480	48"	Polished Walnut	10,666.
KN-480	48"	Polished Mahogany	10,666.
KN-480	48"	Polished Ivory	10,372.
KN-480	48"	Polished White	10,372.
KN-480NFI	48"	Open-Pore Walnut	10,754.

Grands

KN-500	4' 11"	Ebony	17,086.
KN-500	4' 11"	Polished Ebony	17,086.
KN-500	4' 11"	Walnut	17,866.

Model	Size	Style and Finish	Price*
KN-500	4' 11"	Polished Mahogany	17,866.
KN-500	4' 11"	Polished Ivory	17,086.
KN-500	4' 11"	Polished White	17,086.
KN-500QA	4' 11"	Queen Anne Mahogany	19,628.
KN-500QA	4' 11"	Queen Anne Polished Mahogany	19,628.
KN-520	5' 2"	Ebony	18,198.
KN-520	5' 2"	Polished Ebony	18,198.
KN-520	5' 2"	Walnut	18,764.
KN-520	5' 2"	Polished Mahogany	18,764.
KN-520	5' 2"	Polished Ivory	18,198.
KN-520	5' 2"	Polished White	18,198.
KN-520QA	5' 2"	Queen Anne Cherry	22,032.
KN-520QA	5' 2"	Queen Anne Mahogany	22,032.
KN-590	5' 9"	Ebony	20,240.
KN-590	5' 9"	Polished Ebony	20,240.
KN-590	5' 9"	Walnut	20,920.
KN-590	5' 9"	Polished Mahogany	20,920.
KN-590	5' 9"	Polished Ivory	20,240.
KN-590	5' 9"	Polished White	20,240.
KN-590EI	5' 9"	Empire Inlay Polished Mahogany	23,960.
KN-610	6' 1"	Ebony	20,692.
KN-610	6' 1"	Polished Ebony	20,692.
KN-610	6' 1"	Walnut	22,496.
KN-610	6' 1"	Polished Mahogany	22,496.
KN-610	6' 1"	Polished Ivory	20,692.
KN-610	6' 1"	Polished White	20,692.
KN-700	6' 10"	Polished Ebony	26,620.

Kohler & Campbell

Verticals

SKV-108S	42"	Continental Ebony	3,590.
SKV-108S	42"	Continental Polished Ebony	3,590.
SKV-108S	42"	Continental Walnut	3,790.
SKV-108S	42"	Continental Polished Walnut	3,790.
SKV-108S	42"	Continental Polished Mahogany	3,790.
SKV-108S	42"	Continental Oak	3,790.
SKV-108S	42"	Continental Polished Oak	3,790.

*For explanation of terms and prices, please see pages 37-42.

Kohler & Campbell (continued)

SKV-108S	42"	Continental Polished Ivory	3,590.
SKV-108S	42"	Continental Polished White	3,590.
KC 043M	43"	Mediterranean Brown Oak	3,290.
KC 043F	43"	French Provincial Brown Oak	3,390.
KC 043F	43"	French Provincial Cherry	3,390.
KC 108	43"	Continental Polished Ebony	2,990.
KC 108	43"	Continental Walnut	2,790.
KC 108	43"	Continental Polished Walnut	3,090.
KC 108	43"	Continental Polished Mahogany	3,090.
KC 108	43"	Continental Polished Ivory	3,090.
KC 108	43"	Continental Polished White	3,090.
SKV-430FS	43"	French Provincial Cherry	3,790.
SKV-430FS	43"	French Provincial Oak	3,790.
SKV-430MS	43"	Mediterranean Oak	3,590.
KC 112	44"	Polished Ebony	3,190.
KC 112	44"	Walnut	2,990.
KC 112	44"	Polished Walnut	3,290.
KC 112	44"	Polished Mahogany	3,290.
KC 112	44"	Polished Ivory	3,290.
KC 112	44"	Polished White	3,290.
SKV-465S	46-1/2"	Ebony	4,390.
SKV-465S	46-1/2"	Polished Ebony	4,390.
SKV-465S	46-1/2"	Walnut	4,590.
SKV-465S	46-1/2"	Polished Walnut	4,590.
SKV-465S	46-1/2"	Mahogany	4,590.
SKV-465S	46-1/2"	Polished Mahogany	4,590.
SKV-465S	46-1/2"	Oak	4,590.
SKV-465S	46-1/2"	Polished Oak	4,590.
SKV-118FA	46-1/2"	French Mahogany	5,190.
SKV-118FA	46-1/2"	French Walnut	5,190.
KC 118M	46-1/2"	Mediterranean Brown Oak	3,790.
KC 118F	46-1/2"	French Brown Oak	3,990.
KC 118F	46-1/2"	French Provincial Cherry	3,990.
KC 118T	46-1/2"	Mahogany	3,990.
KC 118T	46-1/2"	Cherry	3,990.
SKV-48S	48"	Ebony	4,590.

Model	Size	Style and Finish	Price*
SKV-48S	48"	Polished Ebony	4,590.
SKV-48S	48"	Walnut	4,790.
SKV-48S	48"	Polished Walnut	4,790.
SKV-48S	48"	Polished Mahogany	4,790.
SKV-48S	48"	Oak	4,790.
SKV-48S	48"	Polished Oak	4,790.
SKV-48S	48"	Polished Ivory	4,590.
SKV-48S	48"	Polished White	4,590.
KC 121F	48"	Polished Ebony	3,990.
KC 121F	48"	Polished Mahogany	4,390.
SKV-52S	52"	Ebony	5,390.
SKV-52S	52"	Polished Ebony	5,390.
SKV-52S	52"	Walnut	5,590.
SKV-52S	52"	Polished Walnut	5,590.
SKV-52S	52"	Polished Mahogany	5,590.
SKV-52S	52"	Polished White	5,390.
Grands			
KIG 47	4' 7"	Polished Ebony	7,390.
KIG 47	4' 7"	Polished Mahogany	7,790.
KIG 47	4' 7"	Polished Walnut	7,790.
KIG 47	4' 7"	Polished White	7,390.
KIG 47	4' 7"	Polished Ivory	7,390.
SKG-400S	4' 7"	Ebony	8,790.
SKG-400S	4' 7"	Polished Ebony	8,790.
SKG-400S	4' 7"	Walnut	9,190.
SKG-400S	4' 7"	Polished Walnut	9,190.
SKG-400S	4' 7"	Mahogany	9,190.
SKG-400S	4' 7"	Polished Mahogany	9,190.
SKG-400S	4' 7"	Oak	9,190.
SKG-400S	4' 7"	Polished Oak	9,190.
SKG-400S	4' 7"	Cherry	9,190.
SKG-400S	4' 7"	Polished Ivory	8,990.
SKG-400S	4' 7"	Polished White	8,990.
SKG-400SKAF	4' 7"	French Provincial—all finishes (satin)	10,890.
SKG-400SKBF	4' 7"	French Provincial—all finishes (polish)	11,290.
SKG-500S	5' 1"	Ebony	9,990.
SKG-500S	5' 1"	Polished Ebony	9,990.

*For explanation of terms and prices, please see pages 37-42.

Model	Size	Style and Finish	Price*
Kohler & Campbell (continued)			
SKG-500S	5' 1"	Walnut	10,390.
SKG-500S	5' 1"	Polished Walnut	10,390.
SKG-500S	5' 1"	Mahogany	10,390.
SKG-500S	5' 1"	Polished Mahogany	10,390.
SKG-500S	5' 1"	Oak	10,390.
SKG-500S	5' 1"	Polished Oak	10,390.
SKG-500S	5' 1"	Cherry	10,390.
SKG-500S	5' 1"	Polished Ivory	10,190.
SKG-500S	5' 1"	Polished White	10,190.
SKG-500SKAF	5' 1"	French Provincial—all finishes (polish)	12,790.
SKG-500SKBF	5' 1"	French Provincial—all finishes (polish)	13,190.
SKG-600S	5' 9"	Ebony	11,190.
SKG-600S	5' 9"	Polished Ebony	11,190.
SKG-600S	5' 9"	Walnut	11,590.
SKG-600S	5' 9"	Polished Walnut	11,590.
SKG-600S	5' 9"	Mahogany	11,590.
SKG-600S	5' 9"	Polished Mahogany	11,590.
SKG-600S	5' 9"	Oak	11,590.
SKG-600S	5' 9"	Polished Oak	11,590.
SKG-600S	5' 9"	Cherry	11,590.
SKG-600S	5' 9"	Polished Ivory	11,390.
SKG-600S	5' 9"	White	11,190.
SKG-600S	5' 9"	Polished White	11,190.
SKG-650S	6' 1"	Ebony	11,990.
SKG-650S	6' 1"	Polished Ebony	11,990.
SKG-650S	6' 1"	Walnut	12,590.
SKG-650S	6' 1"	Polished Walnut	12,590.
SKG-650S	6' 1"	Mahogany	12,590.
SKG-650S	6' 1"	Polished Mahogany	12,590.
SKG-650S	6' 1"	Oak	12,590.
SKG-650S	6' 1"	Polished Oak	12,590.
SKG-650S	6' 1"	Cherry	12,590.
SKG-700S	6' 10"	Ebony	16,510.
SKG-700S	6' 10"	Polished Ebony	16,510.
SKG-800S	7'	Ebony	19,400.
SKG-800S	7'	Polished Ebony	19,400.

Krakauer

Verticals

K433	43"	French Cherry	2,800.
K434	43"	French Oak	2,800.
K435	43"	Oak	2,800.
K436	43"	Cherry	2,800.
K110 B	43"	Polished Ebony	2,800.
K110 R	43"	Polished Mahogany	2,800.
K110 T	43"	Polished Walnut	2,800.
K110 W	43"	Polished White	2,800.
K120 B	48"	Polished Ebony	3,100.
K120 R	48"	Polished Mahogany	3,100.
K120 T	48"	Polished Walnut	3,100.
K120 W	48"	Polished White	3,100.
K132 B	52"	Polished Ebony	3,500.
K132 R	52"	Polished Mahogany	3,500.
K132 T	52"	Polished Walnut	3,500.
K132 W	52"	Polished White	3,500.

Kranich & Bach

Verticals

BP50	42"	Continental Polished Ebony	2,700.
BP50	42"	Continental Polished Cherry	2,700.

Maddison

Verticals

108 DM	43"	Continental Polished Ebony	2,790.
108 DM	43"	Polished Cherry	2,850.
108 DM	43"	Polished White	2,880.
108 MM	43"	Polished Ebony	2,900.
108 MM	43"	Polished Cherry	2,940.
108 MM-2	43"	Chippendale Polished Cherry	2,970.
108 AM-3	43"	Chippendale Polished Ebony	2,950.
108 AM-3	43"	Chippendale Polished Cherry	3,020.
108 AM-3	43"	Chippendale Polished Walnut	3,020.

*For explanation of terms and prices, please see pages 37-42.

Model	Size	Style and Finish	Price*
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Maddison (continued)

108 AM-3	43"	Chippendale Polished Mahogany	3,020.
108 AM-3	43"	Chippendale Polished Oriental Rose	3,020.
108 AM-3	43"	Polished White	3,050.
110 PM	43"	American Mahogany	3,110.
110 PM	43"	American Walnut	3,110.
110 PM	43"	French Provincial Cherry Fruitwood	3,190.
110 PM	43"	French Provincial Royale Cherry	3,190.
110 R	44"	American Cherry Fruitwood	3,190.
110 R	44"	American Royale Cherry	3,190.
110 R	44"	French Provincial Cherry Fruitwood	3,250.
110 R	44"	French Provincial Royale Cherry	3,250.
115 MD-2	44"	Demi-Chippendale Polished Cherry	2,990.
115 MM	45"	Polished Ebony	2,990.
115 MM	45"	Polished Cherry	3,050.
118 MM	46"	Polished Ebony	3,090.
118 MM	46"	Polished Cherry	3,150.
118 AM-3	46"	Chippendale Polished Ebony	3,250.
118 AM-3	46"	Chippendale Polished Cherry	3,310.

Grands

GP-159-M	5' 2"	Polished Ebony	8,440.
GP-159-M	5' 2"	Polished Cherry	8,660.
GP-159-M	5' 2"	Polished Mahogany	8,660.
GP-159-M	5' 2"	Polished White	8,880.
GP-165-M	5' 6"	Polished Ebony	9,640.
GP-165-M	5' 6"	Polished White	9,640.

Maeari

Verticals

MU820	41"	Continental Polished Ebony	3,998.
MU820	41"	Continental Polished Mahogany	4,178.
MU824T	43"	Brown Oak	4,798.
MU824F	43"	French Brown Oak	4,998.
MU824F	43"	French Cherry	4,998.
MU824M	43"	Mediterranean Brown Oak	4,998.
MU852	46"	Polished Ebony	5,198.

Model	Size	Style and Finish	Price*
MU852	46"	Brown Oak	5,198.
MU842	46"	Chippendale Polished Mahogany	5,598.
MU832	48"	Polished Ebony	5,300.
MU832	48"	Walnut	5,398.
MU832	48"	Polished Walnut	5,398.
MU832	48"	Polished Mahogany	5,398.
MU837	52"	Polished Ebony	5,698.
MU837	52"	Polished Mahogany	5,798.
Grands			
G-450A	4' 7"	Ebony	9,898.
G-450A	4' 7"	Polished Ebony	9,998.
G-450A	4' 7"	Walnut	10,398.
G-450A	4' 7"	Polished Walnut	10,398.
G-450A	4' 7"	Polished Mahogany	10,398.
G-450A	4' 7"	Cherry	10,398.
G-450A	4' 7"	Polished Natural Oak	10,398.
G-450A	4' 7"	Brown Oak	10,398.
G-450A	4' 7"	Polished Brown Oak	10,398.
G-450A	4' 7"	Polished Ivory	10,198.
G-450A	4' 7"	Polished White	10,198.
G-450AF	4' 7"	Queen Anne Polished Ebony	11,900.
G-450AF	4' 7"	Queen Anne Walnut	11,900.
G-450AF	4' 7"	Queen Anne Polished Walnut	11,900.
G-450AF	4' 7"	Queen Anne Polished Mahogany	11,900.
G-450AF	4' 7"	Queen Anne Cherry	11,900.
G-450AF	4' 7"	Queen Anne Brown Oak	11,900.
G-450AF	4' 7"	Queen Anne Polished Brown Oak	11,900.
G-450AF	4' 7"	Queen Anne Polished Ivory	11,900.
G-450AF	4' 7"	Queen Anne Polished White	11,900.
G-480A	5' 1"	Ebony	11,398.
G-480A	5' 1"	Polished Ebony	11,498.
G-480A	5' 1"	Walnut	11,898.
G-480A	5' 1"	Polished Walnut	11,898.
G-480A	5' 1"	Polished Mahogany	11,898.
G-480A	5' 1"	Cherry	11,898.
G-480A	5' 1"	Polished Natural Oak	11,898.
G-480A	5' 1"	Brown Oak	11,898.

*For explanation of terms and prices, please see pages 37-42.

Model	Size	Style and Finish	Price*
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Maeari (continued)

G-480A	5' 1"	Polished Ivory	11,698.
G-480A	5' 1"	Polished White	11,698.
G-480B	5' 1"	Chippendale Polished Mahogany	14,098.
G-480AF	5' 1"	Queen Anne Polished Mahogany	14,098.
G-480AF	5' 1"	Queen Anne Cherry	14,098.
G-482	5' 9"	Ebony	12,798.
G-482	5' 9"	Polished Ebony	12,898.
G-482	5' 9"	Walnut	13,298.
G-482	5' 9"	Polished Walnut	13,298.
G-482	5' 9"	Polished Mahogany	13,298.
G-482	5' 9"	Polished Ivory	13,098.
G-482	5' 9"	Polished White	13,098.
G-481	5' 9"	Chippendale Polished Mahogany	15,398.
G-482AF	5' 9"	Queen Anne Polished Mahogany	15,398.
G-482AF	5' 9"	Queen Anne Cherry	15,398.
G-484	6' 1"	Polished Ebony	13,598.
G-484	6' 1"	Polished Mahogany	13,998.
G-484	6' 1"	Polished Ivory	13,798.
G-485	6' 10"	Ebony	17,398.
G-485	6' 10"	Polished Ebony	17,398.

Mason & Hamlin

Verticals

50	50"	Ebony	13,390.
50	50"	Oak	13,590.
50	50"	<i>Mahogany</i>	13,590.
50	50"	<i>Walnut</i>	13,590.

Grands

A	5' 8"	Ebony	36,990.
A	5' 8"	Polished Ebony	37,990.
A	5' 8"	<i>Mahogany</i>	37,990.
A	5' 8"	<i>Polished Mahogany</i>	38,790.
A	5' 8"	<i>Walnut</i>	39,590.
A	5' 8"	<i>Polished Walnut</i>	40,390.

Model	Size	Style and Finish	Price*
BB	7'	Ebony	46,990.
BB	7'	Polished Ebony	47,990.
BB	7'	<i>Mahogany</i>	47,990.
BB	7'	<i>Polished Mahogany</i>	48,590.
BB	7'	<i>Walnut</i>	51,190.
BB	7'	<i>Polished Walnut</i>	51,990.

Niemeyer

Verticals

NI112	44"	Continental Polished Ebony	2,700.
NI112	44"	Continental Polished Mahogany	2,700.
NI112	44"	Continental Polished Walnut	2,700.
NI112	44"	Continental Polished White	2,790.
NI114	45"	Polished Ebony	2,900.
NI114	45"	Polished Mahogany	2,900.
NI115	45"	Chippendale Polished Mahogany	3,100.
NI121	48"	Polished Ebony	3,100.
NI121	48"	Polished Mahogany	3,100.

Nordiska

Verticals

116-C	46"	Polished Ebony	3,180.
116-C	46"	Polished Walnut	3,180.
116-C	46"	Polished Mahogany	3,180.
116-CB	46"	Chippendale Polished Ebony	3,580.
116-CB	46"	Chippendale Polished Walnut	3,580.
116-CB	46"	Chippendale Polished Mahogany	3,580.
122-C	48"	Polished Ebony	3,780.
122-C	48"	Polished Walnut	3,780.
122-C	48"	Polished Mahogany	3,780.

Grands

165	5' 7"	Polished Ebony	10,190.
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*For explanation of terms and prices, please see pages 37-42.

Pearl River

Verticals

UP-108T	43"	Continental Polished Ebony	2,950.
UP-108T	43"	Continental Polished Medium Walnut	2,950.
UP-108T	43"	Continental Pol. Burgundy Mahogany	2,950.
UP-108T	43"	Continental Polished Cherry Mahogany	2,950.
UP-108B	43"	Continental Polished Ebony	2,870.
UP-108B	43"	Continental Polished Medium Walnut	2,870.
UP-108B	43"	Continental Pol. Burgundy Mahogany	2,870.
UP-108B	43"	Continental Polished Cherry Mahogany	2,870.
UP-108B	43"	Continental Polished White	2,870.
UP-108B	43"	<i>Above models with European veneer</i>	3,070.
UP-108M	43"	Polished Ebony	2,870.
UP-108M	43"	Polished Medium Walnut	2,870.
UP-108M	43"	Polished Burgundy Mahogany	2,870.
UP-108M	43"	Polished Cherry Mahogany	2,870.
UP-108M	43"	Fruitwood	2,870.
UP-108M	43"	Oak Veneer	3,070.
UP-108M-2	43"	Chippendale Polished Ebony	2,950.
UP-108M-2	43"	Chippendale Polished Medium Walnut	2,950.
UP-108M-2	43"	Chippendale Pol. Burgundy Mahogany	2,950.
UP-108M-2	43"	Chippendale Polished Cherry Mahogany	2,950.
UP-110P	43"	Walnut	3,470.
UP-110P-2	43"	Chippendale Mahogany	3,470.
UP-110P-2	43"	Chippendale Fruitwood	3,470.
UP-110R	43"	Walnut	3,470.
UP-110R	43"	Mahogany	3,470.
UP-110R	43"	Fruitwood	3,470.
UP-114B	45"	Continental Polished Ebony	2,990.
UP-114B	45"	Continental Polished Medium Walnut	2,990.
UP-114B	45"	Continental Pol. Burgundy Mahogany	2,990.
UP-114B	45"	Continental Polished Cherry Mahogany	2,990.
UP-114B	45"	Continental Polished White	2,990.
UP-118M	46"	Polished Ebony	3,150.
UP-118M	46"	Polished Medium Walnut	3,150.
UP-118M	46"	Polished Burgundy Mahogany	3,150.

Model	Size	Style and Finish	Price*
UP-118M	46"	Polished Cherry Mahogany	3,150.
UP-118M-2	46"	Chippendale Polished Ebony	3,390.
UP-118M-2	46"	Chippendale Polished Medium Walnut	3,390.
UP-118M-2	46"	Chippendale Pol. Burgundy Mahogany	3,390.
UP-118M-2	46"	Chippendale Polished Cherry Mahogany	3,390.
UP-118M-4	46"	Deluxe Polished Ebony	3,390.
UP-118M-4	46"	Deluxe Polished Medium Walnut	3,390.
UP-118M-4	46"	Deluxe Polished Burgundy Mahogany	3,390.
UP-118M-4	46"	Deluxe Polished Cherry Mahogany	3,390.
UP-125M-1	49"	Polished Ebony	4,990.
UP-125P	49"	Designer Fruitwood	3,990.
UP-130M	51"	Polished Ebony	3,670.
UP-130M	51"	Polished Medium Walnut	3,670.
UP-130M	51"	Polished Burgundy Mahogany	3,670.
UP-130M-1	51"	Chippendale Polished Ebony	3,990.
UP-130M-1	51"	Chippendale Polished Medium Walnut	3,990.
UP-130M-1	51"	Chippendale Pol. Burgundy Mahogany	3,990.
UP-130M-1	51"	Chippendale Polished Cherry Mahogany	3,990.
UP-130T	51"	Deluxe Polished Ebony	4,390.

Grands

GP-159	5' 2-1/2"	Polished Ebony	9,390.
GP-159	5' 2-1/2"	Polished Medium Walnut	9,590.
GP-159	5' 2-1/2"	Polished Burgundy Mahogany	9,590.
GP-159	5' 2-1/2"	Polished White	9,590.
GP-213	7'	Polished Ebony	17,990.
GP-213	7'	Polished Medium Walnut	18,190.
GP-213	7'	Polished Mahogany	18,190.
GP-213	7'	Polished White	18,190.
GP-275	9'	Polished Ebony (<i>available early 1999</i>)	

Petrof

Note: Prices below do not include bench. Add from \$220 to \$630 (most are under \$400), depending on choice of bench.

Verticals

100-B	42"	Barok Polished Walnut	6,100.
100-B	42"	Barok Polished Flame Mahogany	6,100.
115-I	45"	Demi-Chippendale Polished Ebony	5,700.

***For explanation of terms and prices, please see pages 37-42.**

Model	Size	Style and Finish	Price*
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Petrof (continued)

115-I	45"	Demi-Chippendale Polished Walnut	5,700.
115-I	45"	Demi-Chippendale Pol. Flame Mahog.	5,700.
115-I	45"	Rococo White with Gold Trim	6,500.
115-IC	45"	Chippendale Polished Ebony	5,980.
115-IC	45"	Chippendale Polished Walnut	5,980.
115-IC	45"	Chippendale Polished Flame Mahogany	5,980.
115-II	45"	Continental Polished Ebony	5,180.
115-II	45"	Continental Polished Walnut	5,180.
115-II	45"	Continental Polished Flame Mahogany	5,180.
115-II	45"	Continental Polished Oak	5,180.
115-III	45"	Polished Ebony	5,700.
115-III	45"	Polished Walnut	5,700.
115-III	45"	Polished Flame Mahogany	5,700.
115-VI	45"	Polished Ebony	5,500.
115-VI	45"	Polished Walnut	5,500.
115-VI	45"	Polished Flame Mahogany	5,500.
125-II	50"	Polished Walnut	6,580.
125-II	50"	Polished Flame Mahogany	6,580.
125-IV	50"	Polished Ebony	6,780.
126	50"	Polished Ebony with Walnut trim	6,980.
126 EL	50"	"Elegante" Pol. Ebony with Wal. & Gold	7,180.
131	52"	Polished Ebony	9,380.
131	52"	Polished Walnut	9,380.
131	52"	Polished Flame Mahogany	9,380.

Grands

V	5' 3"	Polished Ebony	17,180.
V	5' 3"	Polished Walnut	17,180.
V	5' 3"	Polished Flame Mahogany	17,180.
IV	5' 8"	Polished Ebony	18,380.
IV	5' 8"	Polished Walnut	18,380.
IV	5' 8"	Polished Flame Mahogany	18,380.
IV C	5' 8"	Chippendale Polished Ebony	23,180.
IV C	5' 8"	Chippendale Polished Walnut	23,180.
IV C	5' 8"	Chippendale Polished Flame Mahogany	23,180.

Model	Size	Style and Finish	Price*
III	6' 4"	Polished Ebony	21,980.
III	6' 4"	Polished Walnut	21,980.
III	6' 4"	Polished Flame Mahogany	21,980.
III M	6' 4"	"Master" Polished Ebony	30,780.
II	7' 9"	"Symphony" Polished Ebony	33,580.
I	9' 3"	"Mondial" Polished Ebony	42,780.

PianoDisc

Note: "PianoDisc" pianos have been discontinued. See under "Knabe."

Prices for PianoDisc and QuietTime systems vary by piano manufacturer and installer. The following are suggested retail prices from Music Systems Research. The usual dealer discounts may apply, especially as an incentive to purchase a piano.

PDS 128 Plus System, "factory-installed" or retrofitted:

Playback only	5,195.
Add for Symphony Sound Module	1,295.
Add for TFT MIDI Record option	1,295.
Add for amplified speakers, pair	599.

PianoCD System (playback with CD accompaniment) 4,500.

QuietTime System: GT-360	2,699.
GT-90	1,999.

MIDI Controller (TFT MIDI Strip and MIDI interface board) 1,799.

Pleyel

Verticals

Academie	45"	Polished Ebony	10,774.
Academie	45"	Polished White	10,920.
P118	46-1/2"	Polished Ebony	12,320.
P118	46-1/2"	Polished Mahogany	13,720.
P118	46-1/2"	Walnut with Marquetry	12,880.
P118	46-1/2"	Cherry with Marquetry	12,600.
P118	46-1/2"	Polished White	12,600.
P124	49"	Polished Ebony	13,720.
P124	49"	Polished White	14,000.

*For explanation of terms and prices, please see pages 37-42.

Model	Size	Style and Finish	Price*
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Pleyel (continued)

P130	51"	Polished Ebony	15,680.
P130	51"	Add for Sostenuto	1,120.
P130	51"	Add for Kluge Keys	728.

Grands

P190	6' 3"	Polished Ebony	39,200.
P190	6' 3"	Polished White	40,600.
P190	6' 3"	Polished Ivory	40,600.

QRS / Pianomation

Prices for Pianomation systems vary by piano manufacturer and installer. The following are suggested retail prices from QRS. The usual dealer discounts may apply, especially as an incentive to purchase a piano.

Pianomation:	"Piano Solo" (CD-ROM or 3.5" floppy)	4,700.
	Add for Orchestration option	500.
	Add for standard Record option	1,100.
	Add for optical Record option	1,800.
	Less for customer-supplied CD player	300.
	Add for both CD-ROM and 3.5" floppy	450.
Playola:	Playola with Orchestration, speakers, amplifier, and carrying case	6,200.
Light Touch:	MIDI strip, mute rail, tone generator	1,395.

Ridgewood

Verticals

108D	43"	Continental Polished Ebony	2,900.
108D	43"	Continental Polished Mahogany	2,950.
108D	43"	Continental Polished Walnut	2,950.
108D	43"	Continental Polished White	2,950.
108M	43"	Chippendale Polished Mahogany	3,000.
108M	43"	Chippendale Polished Walnut	3,000.
110	43"	French Provincial Cherry	3,550.
110	43"	Walnut	3,550.
110	43"	Mahogany	3,550.
118M2	45-1/2"	Chippendale Polished Mahogany	3,450.

Model	Size	Style and Finish	Price*
118M4	45-1/2"	Polished Ebony	3,650.
118M4	45-1/2"	Polished Mahogany	3,750.
Grands			
159	5' 2"	Polished Ebony	8,990.
159	5' 2"	Polished Mahogany	9,190.
159	5' 2"	Polished Walnut	9,190.
159	5' 2"	Polished White	9,190.
159	5' 2"	Deluxe Polished Walnut	9,530.
213	7'	Polished Ebony	17,800.

Rieger-Kloss — see "Bohemia / Rieger-Kloss"

Rösler

Verticals

113-VIII	45"	Ebony	3,790.
113-VIII	45"	Walnut	3,790.
113-VIII	45"	Natural Oak	3,790.
113-VIII	45"	Black Oak	3,790.

Sagenhaft

Verticals

S-111	44-1/2"	Continental Polished Ebony	2,800.
S-111	44-1/2"	Continental Polished Walnut	2,900.
S-111	44-1/2"	Continental Polished Mahogany	2,900.
S-112	44-1/2"	Deluxe Continental Polished Ebony	2,860.
S-112	44-1/2"	Deluxe Continental Polished Walnut	2,960.
S-112	44-1/2"	Deluxe Continental Polished Mahogany	2,960.
S-115L	44-1/2"	Polished Ebony	3,200.
S-115L	44-1/2"	Polished Walnut	3,300.
S-115L	44-1/2"	Polished Mahogany	3,300.
S-116C	45-1/2"	Continental Polished Ebony	3,700.
S-116C	45-1/2"	Continental Polished Walnut	3,800.
S-116S	45-1/2"	Chippendale Polished Ebony	3,800.
S-116S	45-1/2"	Chippendale Polished Mahogany	3,900.
S-116CA	45-1/2"	Baroque Polished Ebony	4,240.
S-116CA	45-1/2"	Baroque Polished Mahogany	4,340.
S-121L	48"	Polished Ebony	3,720.
S-126L	50"	Polished Ebony	4,200.

*For explanation of terms and prices, please see pages 37-42.

Model	Size	Style and Finish	Price*
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Samick

Verticals

SU-108P	42"	Continental Polished Ebony	3,590.
SU-108P	42"	Continental Walnut	3,790.
SU-108P	42"	Continental Polished Walnut	3,790.
SU-108P	42"	Continental Polished Mahogany	3,790.
SU-108P	42"	Continental Oak	3,790.
SU-108P	42"	Continental Polished Oak	3,790.
SU-108P	42"	Continental Polished Ivory	3,590.
SU-108P	42"	Continental Polished White	3,590.
JS 043M	43"	Mediterranean Brown Oak	3,290.
JS 043F	43"	French Provincial Oak	3,390.
JS 043F	43"	French Provincial Cherry	3,390.
JS 108	43"	Continental Polished Ebony	2,990.
JS 108	43"	Continental Walnut	2,790.
JS 108	43"	Continental Polished Walnut	3,090.
JS 108	43"	Continental Polished Mahogany	3,090.
JS 108	43"	Continental Polished Ivory	3,090.
JS 108	43"	Continental Polished White	3,090.
SU-143M	43"	Mediterranean Oak	3,590.
JS 112	44"	Polished Ebony	3,190.
JS 112	44"	Walnut	2,990.
JS 112	44"	Polished Walnut	3,290.
JS 112	44"	Polished Mahogany	3,290.
JS 112	44"	Polished Ivory	3,290.
JS 112	44"	Polished White	3,290.
JS 118M	46-1/2"	Mediterranean Brown Oak	3,790.
JS 118F	46-1/2"	French Provincial Oak	3,990.
JS 118F	46-1/2"	French Provincial Cherry	3,990.
JS 118T	46-1/2"	Mahogany	3,990.
JS 118T	46-1/2"	Cherry	3,990.
SU-118FA	46-1/2"	French Polished Walnut	5,190.
SU-118FA	46-1/2"	French Polished Mahogany	5,190.
SU-147S	46-1/2"	Ebony	4,390.
SU-147S	46-1/2"	Polished Ebony	4,390.
SU-147S	46-1/2"	Walnut	4,590.

Model	Size	Style and Finish	Price*
SU-147S	46-1/2"	Polished Walnut	4,590.
SU-147S	46-1/2"	Mahogany	4,590.
SU-147S	46-1/2"	Polished Mahogany	4,590.
SU-147S	46-1/2"	Oak	4,590.
SU-147S	46-1/2"	Polished Oak	4,590.
JS 121F	48"	French Polished Ebony	3,990.
JS 121F	48"	French Polished Mahogany	4,390.
SU-121B	48"	Ebony	4,590.
SU-121B	48"	Polished Ebony	4,590.
SU-121B	48"	Walnut	4,790.
SU-121B	48"	Polished Walnut	4,790.
SU-121B	48"	Mahogany	4,790.
SU-121B	48"	Polished Mahogany	4,790.
SU-131B	52"	Ebony	5,390.
SU-131B	52"	Polished Ebony	5,390.
SU-131B	52"	Walnut	5,590.
SU-131B	52"	Polished Walnut	5,590.
SU-131B	52"	Mahogany	5,590.
SU-131B	52"	Polished Mahogany	5,590.
Grands			
SIG 50	4' 11-1/2"	Polished Ebony	7,590.
SIG 50	4' 11-1/2"	Polished Walnut	7,990.
SIG 50	4' 11-1/2"	Polished Mahogany	7,990.
SIG 50	4' 11-1/2"	Polished Ivory	7,590.
SIG 50	4' 11-1/2"	Polished White	7,590.
SG-150C	4' 11-1/2"	Ebony	9,190.
SG-150C	4' 11-1/2"	Polished Ebony	9,190.
SG-150C	4' 11-1/2"	Walnut	9,590.
SG-150C	4' 11-1/2"	Polished Walnut	9,590.
SG-150C	4' 11-1/2"	Mahogany	9,590.
SG-150C	4' 11-1/2"	Polished Mahogany	9,590.
SG-150C	4' 11-1/2"	Oak	9,590.
SG-150C	4' 11-1/2"	Polished Oak	9,590.
SG-150C	4' 11-1/2"	Cherry	9,590.
SG-150C	4' 11-1/2"	Polished Ivory	9,390.
SG-150C	4' 11-1/2"	Polished White	9,390.

*For explanation of terms and prices, please see pages 37-42.

Model	Size	Style and Finish	Price*
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Samick (continued)

SG-150KAF	4' 11-1/2"	French Provincial Polished Mahogany	11,190.
SG-150KAF	4' 11-1/2"	French Provincial Polished Ivory	11,190.
SG-150KBF	4' 11-1/2"	French Provincial Polished Mahogany	11,590.
SG-150KBF	4' 11-1/2"	French Provincial Polished Ivory	11,590.
SG-161	5' 3-1/2"	Ebony	10,390.
SG-161	5' 3-1/2"	Polished Ebony	10,390.
SG-161	5' 3-1/2"	Walnut	10,790.
SG-161	5' 3-1/2"	Polished Walnut	10,790.
SG-161	5' 3-1/2"	Mahogany	10,790.
SG-161	5' 3-1/2"	Polished Mahogany	10,790.
SG-161	5' 3-1/2"	Oak	10,790.
SG-161	5' 3-1/2"	Polished Oak	10,790.
SG-161	5' 3-1/2"	Cherry	10,790.
SG-161	5' 3-1/2"	Polished Ivory	10,590.
SG-161	5' 3-1/2"	Polished White	10,590.
SG-161KAF	5' 3-1/2"	French Provincial Polished Mahogany	11,990.
SG-161KAF	5' 3-1/2"	French Provincial Polished Ivory	11,990.
SG-161KBF	5' 3-1/2"	French Provincial Polished Mahogany	12,390.
SG-161KBF	5' 3-1/2"	French Provincial Polished Ivory	12,390.
SG-172	5' 7"	Ebony	11,190.
SG-172	5' 7"	Polished Ebony	11,190.
SG-172	5' 7"	Walnut	11,590.
SG-172	5' 7"	Polished Walnut	11,590.
SG-172	5' 7"	Mahogany	11,590.
SG-172	5' 7"	Polished Mahogany	11,590.
SG-172	5' 7"	Oak	11,590.
SG-172	5' 7"	Polished Oak	11,590.
SG-172	5' 7"	Cherry	11,590.
SG-172	5' 7"	Polished Ivory	11,390.
SG-172	5' 7"	Polished White	11,390.
SG-185	6' 1"	Ebony	11,990.
SG-185	6' 1"	Polished Ebony	11,990.
SG-185	6' 1"	Walnut	12,590.
SG-185	6' 1"	Polished Walnut	12,590.
SG-185	6' 1"	Mahogany	12,590.
SG-185	6' 1"	Polished Mahogany	12,590.

Model	Size	Style and Finish	Price*
SG-185	6' 1"	Oak	12,590.
SG-185	6' 1"	Polished Oak	12,590.
SG-185	6' 1"	Polished Ivory	12,590.
SG-185	6' 1"	Polished White	12,590.
WSG-185	6' 1"	Ebony	17,500.
WSG-185	6' 1"	Polished Ebony	17,500.
WSG-185	6' 1"	All other finishes (see above)	17,900.
WSG-205	6' 8"	Ebony	19,990.
WSG-205	6' 8"	Polished Ebony	19,990.
WSG-205	6' 8"	All other finishes (see above)	20,390.
WSG-225	7' 4"	Ebony	25,400.
WSG-225	7' 4"	Polished Ebony	25,400.
WSG-225	7' 4"	All other finishes (see above)	25,800.
WSG-275	9' 1"	Ebony	45,990.
WSG-275	9' 1"	Polished Ebony	45,990.
WSG-275	9' 1"	All other finishes (see above)	47,990.

Sängler & Söhne / Wieler

Listed below are the models from Belarus. However, these names may also appear on pianos from China whose prices may be different. In addition, both the Belarus and Chinese models are available to dealers with a variety of stencil names.

Verticals

BRC-110	44"	Continental Polished Ebony	2,200.
BRC-110	44"	Continental Polished Mahogany	2,200.
BRC-120	47"	Continental Polished Ebony	2,200.
BRC-120	47"	Continental Polished Mahogany	2,200.

Sauter

These pianos are purchased by the dealer directly from Sauter in Germany. Prices will depend on the cost of freight, duty, and other charges. The prices below are FOB Germany and do not include a bench.

Verticals

112-C	44"	"Carus" Ebony	11,633.
112-C	44"	"Carus" Polished Ebony	11,633.
112-N	44"	"Nova" Ebony	13,038.
112-N	44"	"Nova" Polished Ebony	14,282.

*For explanation of terms and prices, please see pages 37-42.

Model	Size	Style and Finish	Price*
Sauter (continued)			
112-N	44"	"Nova" Mahogany	13,038.
112-N	44"	"Nova" Walnut	13,038.
112-N	44"	"Nova" Oak	13,038.
112-N	44"	"Nova" Cherry	13,701.
112-N	44"	"Nova" Polished White	14,526.
112-S	44"	"Schulpiano" Oak	12,430.
112-S	44"	"Schulpiano" Walnut	12,430.
112-S	44"	"Schulpiano" Beech	12,430.
114-A	45"	"Andiamo" Polished Ebony	13,863.
114-A	45"	"Andiamo" Mahogany	14,349.
114-A	45"	"Andiamo" Oak	14,349.
114-A	45"	"Andiamo" Walnut	14,349.
114-A	45"	"Andiamo" Cherry	13,539.
114-A	45"	"Andiamo" Yew	13,863.
114-A	45"	"Andiamo" Beech	13,121.
114-A	45"	"Andiamo" Polished White	14,187.
114-R	45"	"Ragazza" Polished Ebony	14,187.
114-R	45"	"Ragazza" Walnut	13,958.
114-R	45"	"Ragazza" Waxed Alder	14,187.
114-R	45"	"Ragazza" Beech	14,187.
114-R	45"	"Ragazza" Polished White	13,939.
120-N	47"	"Nova" Walnut	15,027.
120-N	47"	"Nova" Oak	15,027.
120-P	47"	"Premiere" Ebony	14,606.
120-P	47"	"Premiere" Polished Ebony	15,607.
120-P	47"	"Premiere" Mahogany	14,606.
120-P	47"	"Premiere" Polished Mahogany	16,540.
120-P	47"	"Premiere" Walnut	14,606.
120-P	47"	"Premiere" Oak	14,606.
120-P	47"	"Premiere" Cherry	15,027.
120-P	47"	"Premiere" Yew	15,540.
120-P	47"	"Premiere" Alder	14,606.
120-P	47"	"Premiere" Polished White	16,121.
122-AV	48"	"Avenue" Oak	16,622.
122-C	48"	"Carat" Polished Ebony	20,325.
122-D	48"	"Domino" Polished Ebony	15,931.

Model	Size	Style and Finish	Price*
122-D	48"	"Domino" Pear	15,755.
122-D	48"	"Domino" Beech	15,363.
122-D	48"	"Domino" Maple	15,445.
122-M1	48"	"M-Line 1" Polished Ebony	22,338.
122-M2	48"	"M-Line 2" Polished Ebony	19,283.
122-PM	48"	"Peter Maly" Polished Ebony	22,892.
122-PM	48"	"Peter Maly" Cherry	20,203.
122-PM	48"	"Peter Maly" Custom Finish	19,769.
122-R	48"	"Resonance" Ebony	16,689.
122-R	48"	"Resonance" Polished Ebony	17,297.
122-R	48"	"Resonance" Walnut	16,540.
122-R	48"	"Resonance" Oak	16,540.
122-R	48"	"Resonance" Cherry	16,878.
122-R	48"	"Resonance" Pine	16,540.
122-R	48"	"Resonance" Yew	17,215.
122-S	48"	"Schulpiano" Oak	13,337.
122-S	48"	"Schulpiano" Walnut	13,337.
122-S	48"	"Schulpiano" Beech	13,337.
122-TL	48"	"True-Love" Walnut	15,864.
122-TL	48"	"True-Love" Yew	18,364.
122-TL	48"	"True-Love" Polished Yew	19,203.
130-C	51"	"Competence" Polished Ebony	19,203.
130-C	51"	"Competence" Walnut	18,216.
130-C	51"	"Competence" Polished White	19,540.
Grands			
160-A	5' 3"	"Alpha" Ebony	32,814.
160-A	5' 3"	"Alpha" Polished Ebony	37,342.
160-A	5' 3"	"Alpha" Polished White	36,841.
160-C	5' 3"	Chippendale Mahogany	35,044.
160-C	5' 3"	Chippendale Walnut	35,044.
160-N	5' 3"	"Noblesse" Walnut	37,788.
160-N	5' 3"	"Noblesse" Polished Walnut	42,518.
160-N	5' 3"	"Noblesse" Cherry	38,842.
185-C	6' 1"	Chippendale Mahogany	37,870.
185-C	6' 1"	Chippendale Walnut	37,870.
185-D	6' 1"	"Delta" Polished Ebony	40,599.
185-D	6' 1"	"Delta" Walnut	36,504.

*For explanation of terms and prices, please see pages 37-42.

Model	Size	Style and Finish	Price*
Sauter (continued)			
185-D	6' 1"	"Delta" Polished White	41,518.
185-N	6' 1"	"Noblesse" Walnut	40,626.
185-N	6' 1"	"Noblesse" Polished Walnut	45,493.
185-N	6' 1"	"Noblesse" Cherry	41,748.
185-N	6' 1"	"Peter Maly" Polished Ebony	53,076.
185-N	6' 1"	"Peter Maly" Walnut	53,076.
185-PM	6' 1"	"Peter Maly" Custom Finish	53,076.
220-O	7' 3"	"Omega" Polished Ebony	51,710.

Schimmel

The models and finishes listed below are the ones most frequently imported into the U.S. The Schimmel catalog shows many additional models and finishes, which are available by special order.

Verticals

112 S	45"	Open-Pore Walnut	12,580.
112 S	45"	Open-Pore Oak	11,980.
114 K	45"	"Classicism" Polished Ebony	12,280.
116 S	46"	"Special" Polished Ebony	10,980.
116 I	46"	"International" Polished Ebony	11,980.
120 I	48"	"International" Polished Ebony	12,280.
120 J	48"	"Centennial" Polished Mahogany	13,080.
120 LE	48"	"Lyra Exquisite" Polished Ebony	12,880.
120 LE	48"	"Lyra Exquisite" Polished Mahogany	13,080.
120 RI	48"	"Royale Intarsia" Polished Mahogany	14,980.
120 S	48"	Open-Pore Oak	12,580.
120 T	48"	Polished Ebony	12,680.
120 T	48"	Polished Walnut	12,880.
120 T	48"	Polished Mahogany	12,880.
120 T	48"	Polished White	13,080.
120 TN	48"	"Noblesse" Polished Ebony	12,880.
120 TN	48"	"Noblesse" Polished White	13,280.
122 KE	49"	"Classicism Exquisite" Polished Ebony	12,880.
122 KE	49"	"Classicism Exquisite" Pol. Mahogany	13,080.
130 T	51"	Polished Ebony	14,780.
130 T	51"	Polished Walnut	14,980.
130 T	51"	Polished Mahogany	14,980.

Model	Size	Style and Finish	Price*
Grands			
<i>When not mentioned, satin finish available on special order at same price as high-polish finish.</i>			
SP 182 C	6'	<i>Chippendale Polished Walnut</i>	36,780.
SP 182 C	6'	<i>Chippendale Polished Mahogany</i>	36,780.
SP 182 E	6'	<i>Empire Polished Mahogany</i>	41,380.
SP 182 LE	6'	Limited Edition Polished Ebony	35,980.
SP 182 S	6'	Oak	32,180.
SP 182 T	6'	Ebony	32,980.
SP 182 T	6'	Polished Ebony	32,980.
SP 182 T	6'	<i>Walnut</i>	33,780.
SP 182 T	6'	<i>Polished Walnut</i>	33,780.
SP 182 T	6'	<i>Mahogany</i>	33,780.
SP 182 T	6'	Polished Mahogany	33,780.
SP 182 T	6'	<i>Polished White</i>	33,980.
SP 182 TE	6'	"Exquisite" Polished Ebony	34,580.
SP 182 TE	6'	"Exquisite" Polished Mahogany	35,380.
SP 182 TEI	6'	"Exquisite" Intarsia Polished Mahogany	36,580.
SG 182 TJ	6'	"Jubilee" Polished Ebony	34,980.
SG 182 TJ	6'	<i>"Jubilee" Polished Cherry</i>	35,580.
SG 182 TJ	6'	"Jubilee" Polished Mahogany	35,980.
CC 208 G	6' 10"	<i>Plexiglas (any color)</i>	81,400.
CC 208 LE	6' 10"	Polished Ebony	41,180.
CC 208 P	6' 10"	<i>"Pegasus" (any color)</i>	160,000.
CC 208 S	6' 10"	Oak	36,580.
CC 208 T	6' 10"	<i>Ebony</i>	37,780.
CC 208 T	6' 10"	Polished Ebony	37,780.
CC 208 T	6' 10"	<i>Walnut</i>	38,580.
CC 208 T	6' 10"	<i>Polished Walnut</i>	38,580.
CC 208 T	6' 10"	<i>Mahogany</i>	38,580.
CC 208 T	6' 10"	<i>Polished Mahogany</i>	38,580.
CC 208 T	6' 10"	<i>Polished White</i>	38,780.
CC 208	6' 10"	<i>"Otmar Alt"</i>	117,800.
CO 256 T	8' 4"	Polished Ebony	59,800.

*For explanation of terms and prices, please see pages 37-42.

Schirmer & Son

Verticals

M-105 C	42"	Continental Polished Ebony	4,590.
M-105 C	42"	Continental Polished Mahogany	4,590.
M-113 D	44"	Polished Ebony	5,790.
M-113 D	44"	Polished Mahogany	5,790.
M-118 A	47"	Polished Ebony	5,990.
M-118 A	47"	Polished Mahogany	5,990.
M-118 A	47"	Polished Walnut	5,990.
M-118 A	47"	Oak	5,990.
M-118 CH	47"	Chippendale Polished Ebony	6,190.
M-118 CH	47"	Chippendale Polished Mahogany	6,190.
M-118 CH	47"	Chippendale Polished Walnut	6,190.
M-118 CH	47"	Chippendale Polished White	6,590.
M-128 E	51"	Polished Ebony	6,790.
M-128 E	51"	Polished Mahogany	6,790.
M-128 E	51"	Polished Walnut	6,790.

Grands

M-163 S	5' 4"	Polished Ebony	15,990.
M-190 S	6' 3"	Polished Ebony	19,990.
M-190 CH	6' 3"	Chippendale Polished Ebony	23,990.
M-273 S	9'	Polished Ebony	35,990.

Schubert

Verticals

B-16	43"	Continental Polished Ebony	2,300.
B-16	43"	Continental Polished Mahogany	2,300.
B-16	43"	Continental Polished Oak	2,300.
B-17	44"	American Oak	2,430.
B-17	44"	Country French Oak	2,470.
B-17	44"	French Provincial Mahogany	2,470.
B-18	44"	Polished Ebony	2,360.
B-18	44"	Polished Mahogany	2,360.
B-18	44"	Polished Walnut	2,360.
B-18	44"	Oak	2,360.
B-18	44"	Polished Oak	2,360.

Model	Size	Style and Finish	Price*
B-18	44"	Chippendale Polished Ebony	2,470.
B-18	44"	Chippendale Polished Mahogany	2,470.
B-18	44"	Chippendale Polished Walnut	2,470.
B-18	44"	Chippendale Polished Oak	2,470.
B-15	47"	Polished Ebony	2,420.
B-15	47"	Polished Mahogany	2,420.
B-15	47"	Polished Walnut	2,420.
B-15	47"	Polished Oak	2,420.
Grands			
G-168	5' 7"	Polished Ebony	9,790.

Schultz & Sons

Verticals

7507-C	43-1/2"	Polished Ebony	4,880.
7507-C	43-1/2"	Polished Walnut	4,972.
7507-C	43-1/2"	Polished Mahogany	4,972.
7507-C	43-1/2"	Polished White	4,972.
7505-S	46-1/2"	Oak	5,862.
7505-S	46-1/2"	Cherry	5,862.
7505-S	46-1/2"	French Provincial Cherry	6,018.
7609-S	48"	Polished Ebony	6,064.
7609-S	48"	Polished Mahogany	6,372.
7711-U	52"	Polished Ebony	7,628.
7711-U	52"	Polished Mahogany	7,888.

Grands

8401-B	5'	Polished Ebony	11,696.
8401-B	5'	Polished Ivory	11,696.
8401-B	5'	Polished White	11,696.
8501-B	5' 3-1/2"	Polished Ebony	14,266.
8501-B	5' 3-1/2"	Polished Walnut	14,944.
8501-B	5' 3-1/2"	Polished Mahogany	14,944.
8501-B	5' 3-1/2"	Polished Ivory	14,266.
8501-B	5' 3-1/2"	Polished White	14,266.
8601-M	5' 9"	Polished Ebony	15,880.
8601-M	5' 9"	Polished Mahogany	16,574.
8701-SX	6' 10"	Polished Ebony	29,310.
8801-SX	7' 4"	Polished Ebony	40,682.

*For explanation of terms and prices, please see pages 37-42.

Schulze Pollmann

Verticals

117E	46"	Polished Ebony	7,960.
117E	46"	Oval Black Panel	8,200.
117E	46"	Walnut	8,700.
117E	46"	Polished Walnut	8,700.
117E	46"	Briar Walnut	8,700.
117E	46"	Polished Briar Walnut	8,700.
117E	46"	Polished Mahogany	8,700.
117E	46"	Polished Briar Mahogany	8,700.
117E	46"	Cherry	8,700.
117E	46"	Cherry/Yew	8,700.
126E	50"	Polished Ebony	9,100.
126E	50"	Oval Black Panel	9,340.
126E	50"	Oval Feather Mahogany	9,780.
126E	50"	Oval Peacock Walnut	9,780.
126E	50"	Polished Ebony with Gold Borders	9,780.
126E	50"	Walnut	9,780.
126E	50"	Polished Walnut	9,780.
126E	50"	Peacock Walnut	9,780.
126E	50"	Polished Peacock Walnut	9,780.
126E	50"	Briar Walnut	9,780.
126E	50"	Polished Briar Walnut	9,780.
126E	50"	Polished Ebony with "Masterpiece"	9,980.

Grands

190F	6' 3"	Polished Ebony	27,900.
190F	6' 3"	Polished Mahogany	31,900.
190F	6' 3"	Polished Briar Mahogany	31,900.
190F	6' 3"	Polished Walnut	31,900.
190F	6' 3"	Polished Briar Walnut	31,900.

Seiler

Verticals

116	46"	"Favorit" Continental Open-Pore Ebony	12,220.
116	46"	"Favorit" Continental Polished Ebony	13,200.
116	46"	"Favorit" Continental Open-Pore Walnut	12,220.

Model	Size	Style and Finish	Price*
116	46"	"Favorit" Continental Open-Pore Oak	12,220.
116	46"	"Favorit" Continental Polished White	13,520.
116	46"	School Open-Pore Ebony	12,220.
116	46"	School Open-Pore Oak	12,220.
116	46"	"Mondial" Open-Pore Ebony	12,560.
116	46"	"Mondial" Open-Pore Walnut	12,560.
116	46"	"Mondial" Open-Pore Mahogany	12,560.
116	46"	"Mondial" Polished Mahogany	13,200.
116	46"	"Mondial" Open-Pore Oak	12,560.
116	46"	"Mondial" Open-Pore Cherry	13,200.
116	46"	"Jubilee" Polished Ebony	13,490.
116	46"	"Jubilee" Polished White	13,700.
116	46"	Chippendale Open-Pore Walnut	12,700.
116	46"	"Escorial" Open-Pore Cherry Intarsia	13,700.
122	48"	"Konsole" Open-Pore Ebony	12,920.
122	48"	"Konsole" Polished Ebony	13,820.
122	48"	"Konsole" Open-Pore Walnut	12,920.
122	48"	"Konsole" Open-Pore Oak	12,920.
122	48"	"Konsole" Open-Pore Cherry	13,580.
122	48"	"Konsole" Polished White	14,180.
122	48"	School Open-Pore Ebony	12,340.
122	48"	School Open-Pore Walnut	12,340.
122	48"	School Open-Pore Oak	12,340.
122	48"	"Vienna" Polished Ebony	14,200.
122	48"	"Vienna" Pol. Mahogany with Inlays	16,000.
122	48"	"Vienna" Polished Walnut with Inlays	16,000.
122	48"	"Vienna" Open-Pore Cherry Intarsia	14,940.
122	48"	"Designer" Polished Ebony	15,130.
122	48"	"Designer" Open-Pore Cherry/Macassar	15,130.
131	52"	"Concert SMR" Polished Ebony	15,280.
131	52"	"Concert SMR" Open-Pore Walnut	14,360.
131	52"	"Concert SMR" Polished Mahogany	15,750.
Grands			
180	5' 11"	"Maestro" Polished Ebony	33,510.
180	5' 11"	"Maestro" Open-Pore Walnut	31,850.
180	5' 11"	"Maestro" Polished Walnut	34,780.
180	5' 11"	"Maestro" Open-Pore Mahogany	31,850.

*For explanation of terms and prices, please see pages 37-42.

Model	Size	Style and Finish	Price*
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Seiler (continued)

180	5' 11"	"Maestro" Polished Mahogany	34,780.
180	5' 11"	"Maestro" Polished Pyramid Mahogany	41,740.
180	5' 11"	"Maestro" Polished White	34,280.
180	5' 11"	Chippendale Open-Pore Walnut	34,380.
180	5' 11"	"Westminster" Pol. Mahogany Intarsia	45,350.
180	5' 11"	"Florenz" Pol. Walnut/Myrtle Intarsia	45,350.
180	5' 11"	"Florenz" Pol. Mahog./Myrtle Intarsia	45,350.
180	5' 11"	"Louvre" Polished Ebony	36,310.
180	5' 11"	"Louvre" Polished Cherry Intarsia	45,350.
180	5' 11"	"Louvre" Polished White	36,930.
180	5' 11"	"Prado" Polished Brown Ash	39,210.
180	5' 11"	"Showmaster" Chrome/Brass/Polyester	91,190.
206	6' 9"	Polished Ebony	37,780.
240	8'	Polished Ebony	52,640.

Steck, George

Grands

GS530	5' 3"	Polished Ebony	9,995.
GS530	5' 3"	Polished Mahogany	10,195.
GS530	5' 3"	Polished White	9,995.
GS530	5' 3"	With PianoDisc, playback, add	5,200.

Steigerman

Verticals

S-45	43"	Mediterranean	2,990.
ST-109A	43"	Continental Polished Ebony	2,590.
ST-109A	43"	Continental Polished Mahogany	2,750.
ST-109A	43"	Continental Polished Walnut	2,750.
ST-109B	43"	Continental Polished Ebony	2,670.
ST-109B	43"	Continental Polished Mahogany	2,850.
ST-109B	43"	Continental Polished Walnut	2,850.
ST-109C	43"	Continental Polished Ebony	3,100.
ST-109C	43"	Continental Polished Mahogany	3,140.
ST-109C	43"	Continental Polished Walnut	3,140.

Model	Size	Style and Finish	Price*
ST-115	45"	Polished Ebony	3,100.
ST-115	45"	Polished Mahogany	3,140.
ST-115	45"	Polished Walnut	3,140.
ST-115C	45"	Polished Ebony	3,100.
ST-115C	45"	Polished Mahogany	3,140.
ST-115C	45"	Polished Walnut	3,140.
ST-122	48"	Polished Ebony	3,770.
ST-122	48"	Polished Mahogany	3,950.
ST-122	48"	Polished Walnut	3,950.
ST-122C	48"	Polished Ebony	3,810.
ST-122C	48"	Polished Mahogany	3,990.
ST-122C	48"	Polished Walnut	3,990.
Grands			
ST-168XS	5' 6"	Polished Ebony	9,900.

Steinberg, Wilh.

Other finishes available; prices not available at press time.

Verticals

IQ 16	46"	Polished Ebony	10,700.
IQ 22	49"	Polished Ebony	12,000.
IQ 28	52"	Polished Ebony	14,400.

Grands

IQ 77	5' 9"	Polished Ebony	33,600.
IQ 99	6' 3"	Polished Ebony	39,800.

Steinway & Sons

Verticals

4510	45"	Sheraton Ebony	14,900.
4510	45"	Sheraton Mahogany	16,500.
4510	45"	Sheraton Walnut	17,100.
1098	46-1/2"	Ebony	13,900.
1098	46-1/2"	Mahogany	15,200.
1098	46-1/2"	Walnut	15,900.
K-52	52"	Ebony	18,200.
K-52	52"	Mahogany	20,700.
K-52	52"	Walnut	21,400.

*For explanation of terms and prices, please see pages 37-42.

Steinway & Sons (continued)

Grands

S	5' 1"	Ebony	30,300.
S	5' 1"	Mahogany	34,100.
S	5' 1"	Walnut	35,400.
S	5' 1"	Figured Sapele	37,100.
S	5' 1"	Kewazinga Bubinga	38,600.
S	5' 1"	East Indian Rosewood	43,400.
S	5' 1"	Santos Rosewood	42,700.
S	5' 1"	Macassar Ebony	47,700.
S	5' 1"	Dark Cherry	37,400.
S	5' 1"	Hepplewhite Dark Cherry	39,300.
M	5' 7"	Ebony	34,900.
M	5' 7"	Mahogany	39,100.
M	5' 7"	Walnut	40,200.
M	5' 7"	Figured Sapele	41,700.
M	5' 7"	Kewazinga Bubinga	43,800.
M	5' 7"	East Indian Rosewood	48,800.
M	5' 7"	Santos Rosewood	48,100.
M	5' 7"	Macassar Ebony	53,900.
M	5' 7"	Dark Cherry	42,600.
M	5' 7"	Hepplewhite Dark Cherry	44,800.
M SK-1014A	5' 7"	Chippendale Mahogany	48,900.
M SK-1014A	5' 7"	Chippendale Walnut	50,200.
M SK-501A	5' 7"	Louis XV Walnut	63,500.
M SK-501A	5' 7"	Louis XV Rosewood	73,900.
L	5' 10-1/2"	Ebony	39,400.
L	5' 10-1/2"	Mahogany	43,900.
L	5' 10-1/2"	Walnut	45,200.
L	5' 10-1/2"	Figured Sapele	47,100.
L	5' 10-1/2"	Kewazinga Bubinga	49,200.
L	5' 10-1/2"	East Indian Rosewood	54,800.
L	5' 10-1/2"	Santos Rosewood	54,200.
L	5' 10-1/2"	Macassar Ebony	61,100.
L	5' 10-1/2"	Dark Cherry	47,800.
L	5' 10-1/2"	Hepplewhite Dark Cherry	50,400.

Model	Size	Style and Finish	Price*
L SK-390	5' 10-1/2"	"J. B. Tiffany" East Indian Rosewood	69,900.
L SK-390	5' 10-1/2"	"J. B. Tiffany" African Pommele	72,700.
B	6' 10-1/2"	Ebony	51,200.
B	6' 10-1/2"	Mahogany	56,400.
B	6' 10-1/2"	Walnut	57,900.
B	6' 10-1/2"	Figured Sapele	60,400.
B	6' 10-1/2"	Kewazinga Bubinga	63,200.
B	6' 10-1/2"	East Indian Rosewood	69,900.
B	6' 10-1/2"	Santos Rosewood	69,200.
B	6' 10-1/2"	Macassar Ebony	77,900.
B	6' 10-1/2"	Dark Cherry	61,400.
B	6' 10-1/2"	Hipplewhite Dark Cherry	64,800.
B SK-390	6' 10-1/2"	"J. B. Tiffany" East Indian Rosewood	89,900.
B SK-390	6' 10-1/2"	"J. B. Tiffany" African Pommele	94,400.
D	8' 11-3/4"	Ebony	77,800.
D	8' 11-3/4"	Mahogany	86,600.
D	8' 11-3/4"	Walnut	88,400.
D	8' 11-3/4"	Figured Sapele	93,100.
D	8' 11-3/4"	Kewazinga Bubinga	97,100.
D	8' 11-3/4"	East Indian Rosewood	107,200.
D	8' 11-3/4"	Santos Rosewood	106,500.
D	8' 11-3/4"	Macassar Ebony	118,800.
D	8' 11-3/4"	Dark Cherry	95,700.
D	8' 11-3/4"	Hipplewhite Dark Cherry	100,200.

Story & Clark

Factory-installed Pianomation system (CD-ROM or 3.5" floppy), add from \$4,500 to \$6,000, depending on options and model.

Verticals

American	42"	Oak	4,700.
American	42"	Cherry	4,700.
Century	42"	Italian Provincial Walnut	4,700.
Chippendale	42"	Chippendale Oak	4,900.
Chippendale	42"	Chippendale Cherry	4,900.
Heirloom	42"	Queen Anne Oak	4,700.
Heirloom	42"	Queen Anne Cherry	4,700.
Mediterranean	42"	Mediterranean Oak	4,700.

*For explanation of terms and prices, please see pages 37-42.

Model	Size	Style and Finish	Price*
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Story & Clark (continued)

Southwest	42"	French Provincial White	4,700.
Prelude	44"	Continental Polished Ebony	2,790.
Prelude	44"	Continental Polished Mahogany	2,790.
Church	46"	Ebony	4,990.
Church	46"	Oak	4,990.
Church	46"	Cherry	4,990.
Church	46"	Walnut	4,990.
School	46"	Ebony	4,990.
School	46"	Oak	4,990.
School	46"	Cherry	4,990.
School	46"	Walnut	4,990.
116	46"	Polished Ebony	3,190.
116	46"	Polished Mahogany	3,190.
120	47"	Ebony	3,990.
120	47"	Polished Mahogany	3,990.
122	48"	Polished Ebony	3,990.
138	54"	Polished Teak	7,790.
140	55"	Polished Mahogany	7,000.

Grands

SC407	4' 7"	Polished Ebony	10,800.
48	4' 8"	Polished Ebony	9,600.
50	5'	Cherry	19,000.
SC501	5' 1"	Polished Ebony	12,500.
Hampton	5' 5"	Ebony	23,600.
Hampton	5' 5"	Cherry	23,600.
Hampton	5' 5"	Walnut	23,600.
56	5' 6"	Polished Ebony	11,200.

Strauss

Verticals

UP-108	42"	Continental Polished Ebony	2,518.
UP-108	42"	Continental Polished Mahogany	2,518.
UP-108	42"	Continental Polished Walnut	2,518.
UP-108	42"	Continental Polished White	2,623.
UP-110	43"	Continental Polished Ebony	2,625.

Model	Size	Style and Finish	Price*
UP-110	43"	Continental Polished Mahogany	2,625.
UP-110	43"	Continental Polished Walnut	2,625.
UP-110	43"	<i>Continental Polished White</i>	2,728.
UP-117C	46"	Chippendale Polished Ebony	2,728.
UP-117C	46"	Chippendale Polished Mahogany	2,728.
UP-117C	46"	Chippendale Polished Walnut	2,728.
UP-117C	46"	<i>Chippendale Polished White</i>	2,833.
UP-117D	46"	Polished Ebony	2,728.
UP-117D	46"	Polished Mahogany	2,728.
UP-117D	46"	Polished Walnut	2,728.
UP-117D	46"	<i>Polished White</i>	2,833.
UP-117S	46"	Oak	2,878.
UP-117S	46"	Walnut	2,878.
UP-117S	46"	Chippendale Oak	2,878.
UP-117S	46"	Chippendale Walnut	2,878.
UP-120	48"	Polished Ebony	2,938.
UP-120	48"	Polished Mahogany	2,938.
UP-120	48"	Polished Walnut	2,938.
UP-120	48"	<i>Polished White</i>	3,043.
UP-120E	48"	Walnut	3,500.
UP-130	52"	Polished Ebony	3,665.
UP-130	52"	Polished Mahogany	3,665.
UP-130	52"	Polished Walnut	3,665.
UP-130	52"	<i>Polished White</i>	3,778.
Grands			
GP-170	5' 5"	Polished Ebony	8,000.
GP-170	5' 5"	<i>Polished Mahogany</i>	8,000.
GP-170	5' 5"	<i>Polished Walnut</i>	8,000.
GP-170	5' 5"	<i>Polished White</i>	8,000.

Walter, Charles R.

Verticals

1520	43"	Oak	6,940.
1520	43"	Cherry	7,180.
1520	43"	Walnut	7,210.
1520	43"	Mahogany	7,320.

*For explanation of terms and prices, please see pages 37-42.

Model	Size	Style and Finish	Price*
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Walter, Charles R. (continued)

1520	43"	Riviera Oak	6,920.
1520	43"	Italian Provincial Oak	6,950.
1520	43"	Italian Provincial Walnut	7,210.
1520	43"	French Provincial Oak	7,210.
1520	43"	French Provincial Walnut	7,420.
1520	43"	French Provincial Cherry	7,420.
1520	43"	Country Classic Oak	6,980.
1520	43"	Country Classic Cherry	7,120.
1520	43"	Queen Anne Oak	7,280.
1520	43"	Queen Anne Cherry	7,490.
1520	43"	Queen Anne Mahogany	7,490.
1500	45"	Ebony	6,750.
1500	45"	Polished Ebony	7,080.
1500	45"	Oak	6,480.
1500	45"	Walnut	6,690.
1500	45"	Mahogany	6,860.
1500	45"	Cherry	6,860.
1500	45"	Gothic Oak	6,880.

Grands

W-190	6' 4"	Ebony	29,800.
W-190	6' 4"	Semi-Polished Ebony	30,400.
W-190	6' 4"	Mahogany	31,000.
W-190	6' 4"	Semi-Polished Mahogany	31,400.
W-190	6' 4"	Walnut	31,000.
W-190	6' 4"	Semi-Polished Walnut	31,400.
W-190	6' 4"	Cherry	31,000.
W-190	6' 4"	Semi-Polished Cherry	31,400.
W-190	6' 4"	Oak	29,000.
W-190	6' 4"	Chippendale Mahogany	32,000.
W-190	6' 4"	Chippendale Semi-Polished Mahogany	32,400.
W-190	6' 4"	Chippendale Cherry	32,000.
W-190	6' 4"	Chippendale Semi-Polished Cherry	32,400.

Model	Size	Style and Finish	Price*
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Weber

Verticals

W-109	43"	Continental Polished Ebony	3,380.
W-109	43"	Continental Polished Walnut	3,500.
W-109	43"	Continental Polished Mahogany	3,500.
W-109	43"	Continental Polished White	3,440.
W-109	43"	Continental Polished Ivory	3,440.
W-41A	43"	Continental Polished Ebony	4,200.
W-41A	43"	Continental Walnut	4,460.
W-41A	43"	Continental Polished Walnut	4,460.
W-41A	43"	Continental Polished Mahogany	4,460.
W-41A	43"	Continental Polished Brown Mahogany	4,460.
W-41A	43"	Continental Polished White	4,240.
W-41A	43"	Continental Polished Ivory	4,240.
WF-41	43"	Cherry	4,600.
WF-41	43"	Mediterranean Oak	4,700.
WF-41	43"	French Provincial Cherry	4,700.
WFX-43	43-1/2"	French Cherry	5,120.
WFD-44	44-1/2"	Mahogany	5,500.
WFD-44	44-1/2"	Oak	5,500.
WFD-44	44-1/2"	French Provincial Cherry	5,500.
W-45C	45"	Chippendale Polished Mahogany	5,780.
WC-46	46"	Continental Polished Ebony	5,180.
WC-46	46"	Continental Polished Mahogany	5,320.
WC-46	46"	Continental Polished Walnut	5,320.
WS-46	46"	American Oak	5,180.
WS-46	46"	American Walnut	5,180.
W-121	48"	Polished Ebony	4,460.
W-121	48"	Polished Mahogany	4,580.
W-121	48"	Polished Walnut	4,580.
W-48	48"	Ebony	5,800.
W-48	48"	Polished Ebony	5,800.
W-48	48"	Walnut	6,060.
W-48	48"	Polished Walnut	6,060.
W-48	48"	Polished Mahogany	6,060.
W-48	48"	Polished Brown Mahogany	6,060.

*For explanation of terms and prices, please see pages 37-42.

Model	Size	Style and Finish	Price*
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Weber (continued)

W-131	52"	Polished Ebony	4,880.
W-53	52"	Polished Ebony	6,600.
W-53	52"	Polished Mahogany	6,880.
Grands			
WG-150	4' 11-1/2"	Polished Ebony	9,500.
WG-50	4' 11-1/2"	Ebony	11,180.
WG-50	4' 11-1/2"	Polished Ebony	11,180.
WG-50	4' 11-1/2"	Walnut	11,920.
WG-50	4' 11-1/2"	Polished Walnut	11,920.
WG-50	4' 11-1/2"	Polished Mahogany	11,920.
WG-50	4' 11-1/2"	Polished Brown Mahogany	11,920.
WG-50	4' 11-1/2"	Cherry	11,920.
WG-50	4' 11-1/2"	Polished White	11,580.
WG-50	4' 11-1/2"	Polished Ivory	11,580.
WG-50	4' 11-1/2"	Queen Anne Polished Ebony	13,120.
WG-50	4' 11-1/2"	Queen Anne Polished Mahogany	13,620.
WG-50	4' 11-1/2"	Queen Anne Polished Brown Mahogany	13,620.
WG-50	4' 11-1/2"	Queen Anne Cherry	13,620.
WG-50	4' 11-1/2"	Queen Anne Oak	13,620.
WG-50	4' 11-1/2"	Queen Anne Polished White	13,420.
WG-50	4' 11-1/2"	Queen Anne Polished Ivory	13,420.
WG-51	5' 1"	Ebony	12,200.
WG-51	5' 1"	Polished Ebony	12,200.
WG-51	5' 1"	Walnut	12,740.
WG-51	5' 1"	Polished Walnut	12,740.
WG-51	5' 1"	Polished Mahogany	12,740.
WG-51	5' 1"	Polished Brown Mahogany	12,740.
WG-51	5' 1"	Cherry	12,740.
WG-51	5' 1"	Polished White	12,640.
WG-51	5' 1"	Polished Ivory	12,640.
WG-57	5' 7"	Ebony	14,260.
WG-57	5' 7"	Polished Ebony	14,260.
WG-57	5' 7"	Walnut	14,860.
WG-57	5' 7"	Polished Walnut	14,860.
WG-57	5' 7"	Polished Mahogany	14,860.

Model	Size	Style and Finish	Price*
WG-57	5' 7"	Polished Brown Mahogany	14,860.
WG-57	5' 7"	Cherry	14,860.
WG-57	5' 7"	Polished White	14,660.
WG-57	5' 7"	Polished Ivory	14,660.
WG-60	6' 1"	Ebony	15,160.
WG-60	6' 1"	Polished Ebony	15,160.
WG-60	6' 1"	Polished Ivory	15,760.
WG-70	7'	Ebony	23,500.
WG-70	7'	Polished Ebony	23,500.
WG-90	9'	Ebony	46,760.
WG-90	9'	Polished Ebony	46,760.

Weinbach

Note: Prices below do not include bench. Add from \$220 to \$630 (most are under \$400), depending on choice of bench.

Verticals

114-I	45"	Demi-Chippendale Polished Walnut	5,500.
114-I	45"	Demi-Chippendale Pol.Flame Mahogany	5,500.
114-IC	45"	Chippendale Polished Walnut	5,780.
114-IC	45"	Chippendale Polished Flame Mahogany	5,780.
114-II	45"	Polished Ebony	4,780.
114-II	45"	Polished Walnut	4,780.
114-II	45"	Polished Flame Mahogany	4,780.
114-IV	45"	Polished Ebony	5,180.
114-IV	45"	Polished Walnut	5,180.
114-IV	45"	Polished Flame Mahogany	5,180.
124-II	50"	Polished Ebony	6,180.
124-II	50"	Polished Walnut	6,180.
124-II	50"	Polished Flame Mahogany	6,180.

Grands

155	5' 3"	Polished Ebony	16,380.
155	5' 3"	Polished Walnut	16,380.
155	5' 3"	Polished Flame Mahogany	16,380.
170	5' 8"	Polished Ebony	17,580.
170	5' 8"	Polished Walnut	17,580.
170	5' 8"	Polished Flame Mahogany	17,580.
192	6' 4"	Polished Ebony	20,180.
192	6' 4"	Polished Walnut	20,180.
192	6' 4"	Polished Flame Mahogany	20,180.

***For explanation of terms and prices, please see pages 37-42.**

Model	Size	Style and Finish	Price*
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Westbrook

Verticals

CFR006	43"	Country French Polished Ebony	2,790.
CFR006	43"	Country French Walnut	2,790.
CFR006	43"	Country French Oak	2,790.
CFR006	43"	Country French Pecan	2,790.
CFR006	43"	Country French Mahogany	2,790.
CFR006	43"	Country French Polished White	2,990.
FR006	43"	French Cherry	2,830.
TR006	43"	Polished Ebony	2,790.
TR006	43"	Walnut	2,790.
TR006	43"	Oak	2,790.
TR006	43"	Pecan	2,790.
TR006	43"	Mahogany	2,790.
TR006	43"	Cherry	2,830.
TR006	43"	Polished White	2,990.

Wurlitzer

Verticals

1175A	37"	Country Oak	3,500.
1176N	37"	Queen Anne Cherry	3,500.
2270A	42"	Ribbon-Striped Mahogany	3,950.
2275B	42"	Country Oak	3,950.
2276B	42"	Queen Anne Cherry	3,950.
2277S	42"	Queen Anne Scrubbed Oak	3,950.

Grands

C143	4' 7"	Ebony	9,180.
C143	4' 7"	Polished Ebony	9,180.
C143	4' 7"	Polished Mahogany	9,460.
C143	4' 7"	Polished Oak	9,460.
C143	4' 7"	Polished White	9,180.
C153	5' 1"	Ebony	10,620.
C153	5' 1"	Polished Ebony	10,620.
C153	5' 1"	Polished Mahogany	11,000.
C153	5' 1"	Walnut	11,000.
C153	5' 1"	Oak	11,000.

Model	Size	Style and Finish	Price*
C153	5' 1"	Polished Ivory	10,620.
C153QA	5' 1"	Queen Anne Polished Mahogany	12,820.
C153QA	5' 1"	Queen Anne Oak	12,820.
C153QA	5' 1"	Queen Anne Cherry	12,820.
C173	5' 8"	Ebony	11,720.
C173	5' 8"	Polished Ebony	11,720.
C173	5' 8"	Polished Mahogany	12,080.
C173	5' 8"	Polished White	11,720.

Yamaha

Verticals

M1F	44"	Continental Ebony	5,390.
M1F	44"	Continental Polished Ebony	5,490.
M1F	44"	Continental American Walnut	5,590.
M1F	44"	Continental Polished Mahogany	6,790.
M1F	44"	Continental Polished White	6,690.
M450TAO	44"	American Oak	3,590.
M450TC	44"	Cherry	3,590.
M500C	44"	Cottage Cherry	4,590.
M500CM	44"	Country Manor Light Oak	5,890.
M500CV	44"	Country Villa White Oak	6,090.
M500F	44"	Florentine Light Oak	4,590.
M500G	44"	Georgian Mahogany	5,490.
M500H	44"	Hancock Brown Cherry	3,990.
M500M	44"	Milano Dark Oak	4,590.
M500P	44"	Parisian Cherry	5,690.
M500QA	44"	Queen Anne Cherry	4,790.
M500QADC	44"	Queen Anne Dark Cherry	4,790.
M500S	44"	Sheraton Mahogany	3,990.
P22	45"	American Walnut	4,790.
P22	45"	Black Oak	4,790.
P22	45"	Dark Oak	4,790.
P22	45"	Light Oak	4,790.
P2F	45"	Continental Polished Ebony	5,890.
P2F	45"	Continental Polished Mahogany	6,990.
T116	45"	Polished Ebony	4,990.
T116	45"	Polished Mahogany	5,890.

*For explanation of terms and prices, please see pages 37-42.

Model	Size	Style and Finish	Price*
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Yamaha (continued)

U1	48"	Ebony	7,190.
U1	48"	Polished Ebony	7,290.
U1	48"	American Walnut	7,590.
U1	48"	Polished American Walnut	8,190.
U1	48"	Polished Mahogany	8,190.
U1	48"	Polished White	8,390.
WX1S	48"	Polished Ebony	9,490.
U3	52"	Polished Ebony	9,690.
U3	52"	Polished Mahogany	10,790.
U5	52"	Polished Ebony	11,390.
WX7S	52"	Polished Ebony	12,990.

Disklavier Verticals

MX80A	44"	Continental Polished Ebony	9,466.
MX80A	44"	Continental American Walnut	9,390.
MX80A	44"	Continental Polished Mahogany	10,590.
MX80A	44"	Continental Polished White	10,490.
MX85CM	44"	Country Manor Light Oak	9,990.
MX85CV	44"	Country Villa White Oak	10,190.
MX85G	44"	Georgian Mahogany	9,590.
MX85P	44"	Parisian Cherry	9,790.
MX85QA	44"	Queen Anne Cherry	8,890.
MX88	45"	Walnut	9,286.
MX88	45"	Oak	9,286.
MX88	45"	Black Oak	9,286.
MX88	45"	Light Oak	9,286.
MX1	48"	Polished Ebony	12,890.
MX1	48"	American Walnut	13,218.
MX1	48"	Polished Mahogany	13,790.
MX1	48"	Polished White	13,080.

MIDI Piano (Silent) Verticals

MP50C	44"	Cottage Cherry	6,790.
MP50CM	44"	Country Manor Light Oak	8,258.
MP50CV	44"	Country Villa White Oak	8,470.
MP50F	44"	Florentine Light Oak	6,790.
MP50G	44"	Georgian Mahogany	7,834.

Model	Size	Style and Finish	Price*
MP50H	44"	Hancock Brown Cherry	6,590.
MP50M	44"	Milano Dark Oak	6,790.
MP50P	44"	Parisian Cherry	8,046.
MP50QA	44"	Queen Anne Cherry	6,990.
MP50QADC	44"	Queen Anne Dark Cherry	6,990.
MP50S	44"	Sheraton Mahogany	6,590.
MP51	44"	Continental Polished Ebony	7,690.
MP1	48"	Polished Ebony	9,424.
Disklavier Verticals with Silent Feature			
MPX1	48"	Polished Ebony	13,950.
MPX1	48"	American Walnut	14,484.
MPX1	48"	<i>Polished Mahogany</i>	15,090.
MPX1	48"	Polished White	14,306.
Grands			
GP1	5' 3"	Polished Ebony	11,990.
GH1B	5' 3"	Ebony	12,990.
GH1B	5' 3"	Polished Ebony	13,290.
GH1B	5' 3"	American Walnut	14,790.
GH1B	5' 3"	Polished American Walnut	14,790.
GH1B	5' 3"	Polished Mahogany	14,790.
GH1B	5' 3"	Polished Ivory	14,790.
GH1B	5' 3"	Polished White	14,390.
C1	5' 3"	Ebony	16,790.
C1	5' 3"	Polished Ebony	17,090.
C1	5' 3"	American Walnut	19,290.
C1	5' 3"	Polished Mahogany	19,990.
C1	5' 3"	Polished White	19,290.
C2	5' 8"	Ebony	19,090.
C2	5' 8"	Polished Ebony	19,390.
C2	5' 8"	American Walnut	21,990.
C2	5' 8"	Polished Walnut	22,690.
C2	5' 8"	Polished Mahogany	21,990.
C2	5' 8"	Polished White	20,790.
C3	6' 1"	Ebony	26,190.
C3	6' 1"	Polished Ebony	26,390.
C3	6' 1"	American Walnut	28,990.
C3	6' 1"	Polished Mahogany	29,390.

*For explanation of terms and prices, please see pages 37-42.

Model	Size	Style and Finish	Price*
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Yamaha (continued)

S4	6' 3"	Polished Ebony	47,390.
C5	6' 7"	Ebony	28,290.
C5	6' 7"	Polished Ebony	28,490.
C6	6' 11"	Ebony	31,390.
C6	6' 11"	Polished Ebony	31,590.
S6	6' 11"	Polished Ebony	53,590.
C7	7' 6"	Ebony	35,790.
C7	7' 6"	Polished Ebony	35,990.
CFIIS	9'	Polished Ebony	97,990.

Disklavier Grands

DGP1XG	5' 3"	Polished Ebony (playback only)	19,538.
DGP1 IIXG	5' 3"	Polished Ebony	22,990.
DGH1BXG	5' 3"	Polished Ebony (playback only)	20,830.
DGH1BIIXG	5' 3"	<i>Ebony</i>	23,990.
DGH1BIIXG	5' 3"	Polished Ebony	24,290.
DGH1BIIXG	5' 3"	American Walnut	25,790.
DGH1BIIXG	5' 3"	<i>Polished American Walnut</i>	25,790.
DGH1BIIXG	5' 3"	<i>Polished Mahogany</i>	25,790.
DGH1BIIXG	5' 3"	<i>Polished Ivory</i>	25,790.
DGH1BIIXG	5' 3"	Polished White	25,390.
DC1 IIXG	5' 3"	<i>Ebony</i>	27,790.
DC1 IIXG	5' 3"	Polished Ebony	28,090.
DC1 IIXG	5' 3"	<i>Polished American Walnut</i>	31,790.
DC1 IIXG	5' 3"	<i>Polished Mahogany</i>	30,990.
DC1 IIXG	5' 3"	<i>Polished Ivory</i>	30,790.
DC1 IIXG	5' 3"	<i>Polished White</i>	30,290.
DC2 IIXG	5' 8"	<i>Ebony</i>	30,090.
DC2 IIXG	5' 8"	Polished Ebony	30,390.
DC2 IIXG	5' 8"	American Walnut	32,990.
DC2 IIXG	5' 8"	<i>Polished American Walnut</i>	33,690.
DC2 IIXG	5' 8"	<i>Polished Mahogany</i>	32,990.
DC2 IIXG	5' 8"	Polished White	31,790.
DC3 IIXG	6' 1"	<i>Ebony</i>	37,190.
DC3 IIXG	6' 1"	Polished Ebony	37,390.
DC3 IIXG	6' 1"	American Walnut	39,990.

Model	Size	Style and Finish	Price*
DC3 IIXG	6' 1"	<i>Polished Mahogany</i>	40,390.
DC5 IIXG	6' 7"	Ebony	39,290.
DC5 IIXG	6' 7"	Polished Ebony	39,490.
DC6 IIXG	6' 11"	Ebony	42,390.
DC6 IIXG	6' 11"	Polished Ebony	42,590.
DC7 IIXG	7' 6"	Ebony	46,790.
DC7 IIXG	7' 6"	Polished Ebony	46,990.

MIDI Piano (Silent) Grands

MPC1	5' 3"	Polished Ebony	21,794.
MPC2	5' 8"	Polished Ebony	24,084.
MPC3	6' 1"	Polished Ebony	31,058.

Disklavier Grands with Silent Feature

DC1S	5' 3"	Polished Ebony	30,090.
DC2S	5' 8"	Polished Ebony	32,390.
DC3S	6' 1"	Polished Ebony	39,390.
DC3PRO	6' 1"	Polished Ebony	45,380.
DS4PRO	6' 3"	Polished Ebony	67,990.
DC5PRO	6' 7"	Polished Ebony	47,480.
DC6PRO	6' 11"	Polished Ebony	50,580.
DS6PRO	6' 11"	Polished Ebony	74,190.
DC7PRO	7' 6"	Polished Ebony	54,980.
DCFIIISPRO 9'		Polished Ebony	122,590.

Young Chang

Verticals

U-107A	42"	Continental Ebony	3,700.
U-107A	42"	Continental Polished Ebony	3,700.
U-107A	42"	Continental Walnut	3,900.
U-107A	42"	Continental Polished Walnut	3,900.
U-107A	42"	Continental Polished Red Mahogany	3,900.
U-107A	42"	Continental Polished Oak	3,900.
U-107A	42"	Continental Polished Ivory	3,700.
U-107A	42"	Continental Polished White	3,700.
U-109C	43"	Queen Anne Polished Ebony	3,790.
U-109C	43"	Queen Anne Polished Walnut	4,100.
U-109C	43"	Queen Anne Polished Red Mahogany	4,100.

*For explanation of terms and prices, please see pages 37-42.

Model	Size	Style and Finish	Price*
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Young Chang (continued)

PE-102	43"	Continental Polished Ebony	2,990.
PE-102	43"	Continental Polished Walnut	3,190.
PE-102	43"	Continental Polished Red Mahogany	3,190.
PE-102	43"	Continental Polished Brown Mahogany	3,190.
PE-102	43"	Continental Polished Oak	3,190.
PE-102	43"	Continental Polished Ivory	3,100.
PE-102	43"	Continental Polished White	3,100.
E-109	43"	Continental Polished Ebony	2,700.
E-109	43"	Continental Polished Red Mahogany	2,790.
E-109	43"	Continental Polished Brown Mahogany	2,790.
E-109	43"	Continental Polished Ivory	2,700.
E-109	43"	Continental Polished White	2,700.
LC110 AX	43"	Cherry	2,990.
LC110 AX	43"	Walnut	2,990.
AF-108	43-1/2"	Mahogany	3,190.
AF-108	43-1/2"	Italian Provincial Walnut	3,190.
AF-108	43-1/2"	Mediterranean Oak	3,190.
AF-108	43-1/2"	Queen Anne Cherry	3,190.
AF-108	43-1/2"	French Provincial Cherry	3,190.
PF-110	43-1/2"	Mahogany	3,990.
PF-110	43-1/2"	Italian Provincial Walnut	3,990.
PF-110	43-1/2"	Mediterranean Oak	3,990.
PF-110	43-1/2"	Queen Anne Cherry	4,100.
PF-110	43-1/2"	French Provincial Cherry	4,100.
PF-110	43-1/2"	Queen Anne Oak	4,190.
U-116	46-1/2"	Ebony	3,990.
U-116	46-1/2"	Polished Ebony	3,990.
U-116	46-1/2"	American Walnut	4,100.
U-116	46-1/2"	American Oak	4,100.
U-116	46-1/2"	Polished Oak	4,100.
U-116S	46-1/2"	American Walnut (School)	3,990.
U-116S	46-1/2"	American Oak (School)	3,990.
F-116	46-1/2"	Mediterranean Oak	4,390.
F-116	46-1/2"	Italian Provincial Walnut	4,390.
F-116	46-1/2"	French Provincial Cherry	4,500.

Model	Size	Style and Finish	Price*
E-118	47"	Polished Ebony	3,190.
E-118	47"	Polished Red Mahogany	3,300.
E-118	47"	Polished Brown Mahogany	3,300.
E-118S	47"	American Walnut (School)	3,300.
E-118S	47"	American Oak (School)	3,300.
PE-121	48"	Ebony	4,190.
PE-121	48"	Polished Ebony	4,190.
PE-121	48"	Walnut	4,390.
PE-121	48"	Polished Walnut	4,390.
PE-121	48"	American Oak	4,390.
PE-121	48"	Polished Oak	4,390.
PE-121	48"	Polished Brown Mahogany	4,390.
E-121	48"	Ebony	3,390.
E-121	48"	Polished Ebony	3,390.
E-121	48"	Polished Red Mahogany	3,500.
E-121	48"	Polished Brown Mahogany	3,500.
E-121	48"	Walnut	3,500.
E-121	48"	American Oak	3,500.
U-131	52"	Ebony	4,790.
U-131	52"	Polished Ebony	4,790.
U-131	52"	Walnut	4,990.
U-131	52"	Polished Walnut	4,990.
E-131	52"	Ebony	3,590.
E-131	52"	Polished Ebony	3,590.
E-131	52"	Polished Red Mahogany	3,700.
E-131	52"	Polished Brown Mahogany	3,700.
Grands			
G-150	4' 11-1/2"	Ebony	8,990.
G-150	4' 11-1/2"	Polished Ebony	8,990.
G-150	4' 11-1/2"	American Walnut	9,590.
G-150	4' 11-1/2"	Polished Red Mahogany	9,590.
G-150	4' 11-1/2"	Polished Brown Mahogany	9,590.
G-150	4' 11-1/2"	Polished Oak	9,590.
G-150	4' 11-1/2"	Polished Ivory	9,190.
G-150	4' 11-1/2"	Polished White	9,190.
G-150	4' 11-1/2"	Queen Anne Polished Ebony	10,590.
G-150	4' 11-1/2"	Queen Anne Polished Red Mahogany	10,990.

*For explanation of terms and prices, please see pages 37-42.

Model	Size	Style and Finish	Price*
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Young Chang (continued)

G-150	4' 11-1/2"	Queen Anne Polished Oak	10,990.
G-150	4' 11-1/2"	Queen Anne Cherry	10,990.
G-150	4' 11-1/2"	Queen Anne Polished Ivory	10,790.
G-150	4' 11-1/2"	Queen Anne Polished White	10,790.
PG-150	4' 11-1/2"	Ebony	9,500.
PG-150	4' 11-1/2"	Polished Ebony	9,500.
PG-150	4' 11-1/2"	American Walnut	9,990.
PG-150	4' 11-1/2"	Polished Red Mahogany	9,990.
PG-150	4' 11-1/2"	Polished Brown Mahogany	9,990.
PG-150	4' 11-1/2"	Oak	9,990.
PG-150	4' 11-1/2"	Polished Oak	9,990.
PG-150	4' 11-1/2"	Polished Ivory	9,700.
PG-150	4' 11-1/2"	Polished White	9,700.
TG-150	4' 11-1/2"	Polished Ebony	7,990.
TG-150	4' 11-1/2"	Polished Ivory	7,990.
TG-150	4' 11-1/2"	Polished White	7,990.
G-157	5' 2"	Ebony	9,990.
G-157	5' 2"	Polished Ebony	9,990.
G-157	5' 2"	Walnut	10,300.
G-157	5' 2"	Polished Walnut	10,300.
G-157	5' 2"	Polished Red Mahogany	10,300.
G-157	5' 2"	Polished Brown Mahogany	10,300.
G-157	5' 2"	Polished Oak	10,300.
G-157	5' 2"	Polished Ivory	10,190.
G-157	5' 2"	Polished White	10,190.
G-157D	5' 2"	Country French Oak	12,390.
G-157D	5' 2"	Country French Cherry	12,590.
G-157D	5' 2"	Queen Anne Red Mahogany	12,390.
G-157D	5' 2"	Queen Anne Cherry	12,590.
TG-157	5' 2"	Polished Ebony	8,900.
TG-157	5' 2"	Polished Ivory	8,900.
TG-157	5' 2"	Polished White	8,900.
G-175	5' 9"	Ebony	10,990.
G-175	5' 9"	Polished Ebony	10,990.
G-175	5' 9"	Walnut	11,590.
G-175	5' 9"	Polished Walnut	11,590.

Model	Size	Style and Finish	Price*
G-175	5' 9"	Polished Red Mahogany	11,590.
G-175	5' 9"	Polished Brown Mahogany	11,590.
G-175	5' 9"	Polished Oak	11,590.
G-175	5' 9"	Polished Ivory	11,190.
G-175	5' 9"	Polished White	11,190.
G-175D	5' 9"	Empire Inlaid Polished Brown Mahog.	13,990.
G-185	6' 1"	Ebony	11,990.
G-185	6' 1"	Polished Ebony	11,990.
G-185	6' 1"	Walnut	12,590.
G-185	6' 1"	Polished Walnut	12,590.
G-185	6' 1"	Polished Red Mahogany	12,590.
G-185	6' 1"	Polished Ivory	12,390.
PG-185	6' 1"	Ebony	12,790.
PG-185	6' 1"	Polished Ebony	12,790.
PG-185	6' 1"	Walnut	13,990.
PG-185	6' 1"	Polished Walnut	13,990.
PG-185	6' 1"	Polished Red Mahogany	13,990.
PG-185	6' 1"	Polished Ivory	13,190.
G-208	6' 10"	Polished Ebony	15,390.
G-213	7'	Ebony	18,790.
G-213	7'	Polished Ebony	18,790.
PG-213	7'	Ebony	19,790.
PG-213	7'	Polished Ebony	19,790.
G-275	9'	Ebony	37,500.
G-275	9'	Polished Ebony	37,500.

*For explanation of terms and prices, please see pages 37-42.