



The World's Largest Wholesale Listing  
-of-



# AUTOMATIC MUSICAL INSTRUMENTS For Sale

Catalogue No. 11

Sept.-Oct., 1969

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You can telephone us until 10 p.m. evenings and weekends (in addition to our regular hours) at the above number via a special switchover line. Office hours are by appointment: Monday to Friday 9 to noon, 1 to 4 p.m. Saturdays 1 to 4. We are located halfway between downtown Los Angeles and Disneyland, about a 20 minute drive from either place. Take the Florence Avenue exit from either the 605 or the Santa Ana freeway.

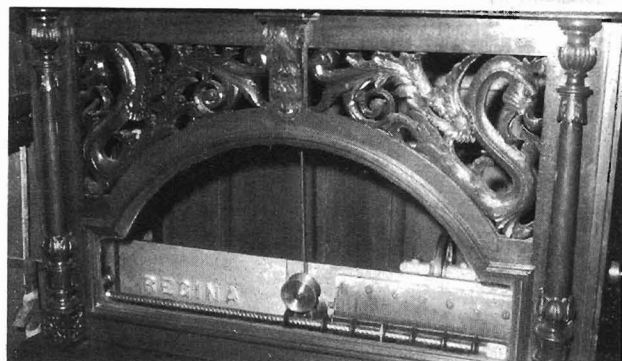
Price of this catalogue: \$2.00. Subscription for the next six issues is \$5 in the U.S., Canada and Mexico. Elsewhere it is \$9 by surface mail. Your subscription renewed free if you purchase \$10 or more worth of items from us per year.

All items offered f.o.b. our offices. Title passes when payment in full has been received. See elsewhere in this catalogue for ordering information. This catalogue cancels all previous catalogues and price quotations.



Just a few of the many Polyphon, Symphonion and Regina disc boxes we offer for sale in this issue!

The past several months have been the busiest we have ever experienced here at the office! Business has been fantastic - with a good percentage of our sales going to dealers and commercial accounts (as usual). We have noted before that our main problem is buying choice instruments, not selling them. Choice pieces at reasonable prices just don't stay unsold for long! However, with this catalogue we must take an unusual step: Costs of all kinds have been rising, and the costs of automatic instruments are no exception. We find that we simply cannot replace our stock of Regina, Polyphon, Seeburg, etc. instruments at a price that allows a satisfactory margin of profit. For this reason, the prices in



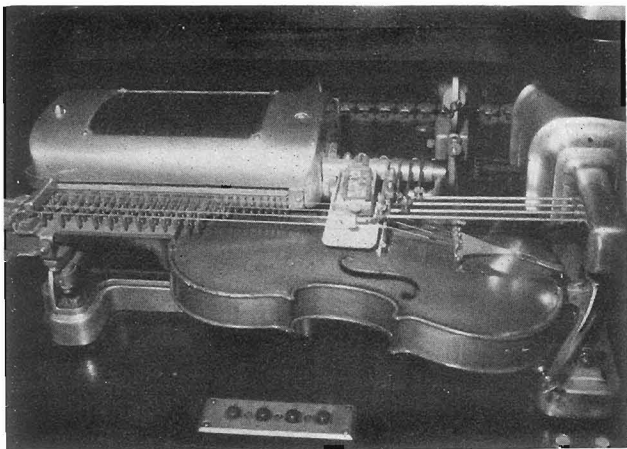
The ornate front of a 27" Regina disc changing music box - one of several offered for sale on the following pages.

this catalogue are guaranteed to remain in effect until September 30th only (unless, of course, the item is sold first). After that date we reserve the right to adjust the prices of certain instruments upward.

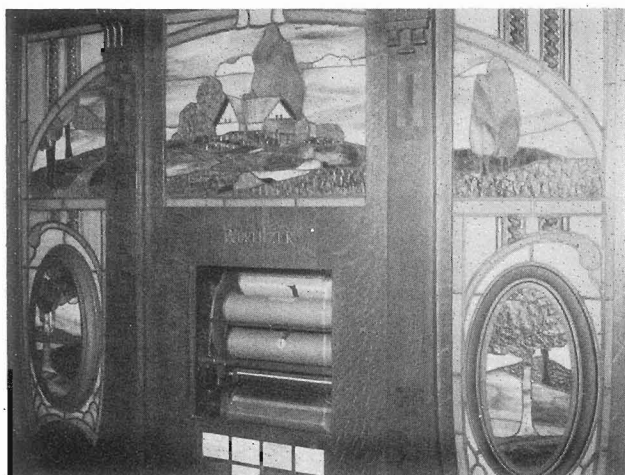
For better or worse, inflation is a part of the American economy now. Even though costs of living, interest rates, etc. have risen in recent years, the values of choice automatic instruments have outpaced these indices. For that reason, automatic instruments have been an excellent hedge against inflation. Looking through our old catalogues seems, in retrospect, to be like looking at an old copy of the Wall Street Journal from years ago! Our selling prices then would, in most instances, make really bargain buying prices today!

Since our last catalogue was issued an original printed broadside of the Declaration of Independence brought \$404,000.00 at auction. For a rare postage stamp - a small piece of printed paper - to bring \$50,000.00 or \$100,000.00 isn't news today. In short, the values of antique items are rising across the board. Interest in antique automatic instruments is increasing by leaps and bounds. You, as an H&B customer, will undoubtedly see a great increment in the value of your collection over the next decade. Over the years we have purchased many fine collections of instruments. To our knowledge there hasn't been even a single instance in which the owner of the collection hasn't made a handsome profit. It is comforting to know that these instruments - which are bought for musical and visual enjoyment and not for outright investment - have been a wise monetary investment as well.

Notice: Prices of antique automatic instruments listed in this catalogue will remain in effect only until September 30, 1969 (or until earlier sold). Prices are subject to revision upward after that date.



Close-up view of the automatically played violin in a Violano Virtuoso. See page 56 for more details!



This lovely Wurlitzer BX orchestrion with its colorful art glass front is an object of rare beauty. It is offered for sale on page 62.

In the past few months we have purchased four outstanding collections, two of which cost us well over \$100,000.00 each. Selections from these collections are listed in this issue. This particular catalogue is truly a "wish book" - a collector's dream come true! All of the items in great demand are here. As an example, we offer not one Regina disc changer, not two, not three but a half dozen! You have your choice of not just one or two of the popular 19 5/8" Polyphon disc boxes, but several!

The spectrum of larger instruments is represented by a number of nickelodeon pianos, an example of the interesting Wurlitzer Automatic Harp, a bevy of Seeburg instruments, and a selection of orchestrions. If you are an aficionado of the larger band organs and dance organs we call your attention to a remarkable group of especially nice quality listed toward the back of this issue.

Rounding out the catalogue is an offering of books and hi-fi records. If you are a newcomer to the hobby of automatic musical instrument collecting we recommend that your first investment be in reference books. In this manner you can acquaint yourself with a variety of instruments at low cost. This makes deciding which instrument to buy easier!

If this is your first catalogue from us please note that while we endeavor to describe and illustrate each instrument thoroughly, we cannot anticipate every question you might have. For this reason we strongly urge you to ask any

questions - either elementary or hypertechnical - that you may have! Color photos are available of any instrument without cost or obligation. And, Terry Hathaway and Q. David Bowers of our staff are thoroughly familiar with every aspect, technical and historical, of the items offered - a plus factor when you order from us. You'll find instruments listed in all grades. If you see an unrestored instrument or one needing work or regulation we'll gladly give you an estimate for having the work done here to your specifications. Or, if you would like to do the work yourself our helpful suggestions and advice are yours free for the asking. Virtually every leading private and public collection in the free world has done business with us. We invite YOU to try H&B for the best values in the business!

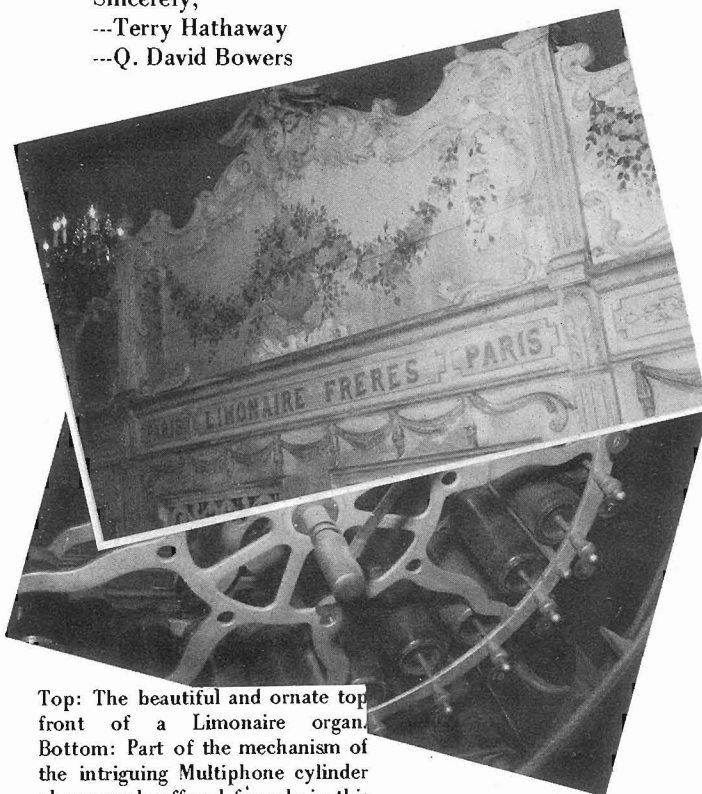
If an instrument in this catalogue strikes your fancy give Terry Hathaway a call. If your order is for \$100 or more, telephone collect from anywhere in the U.S.A. If you're uncertain about an item, call Terry and discuss it with him. There's no obligation to buy. Or, if you can't decide which of several pieces will best fit your requirements ask Terry for his advice. He'll be glad to hear from you.

Check this catalogue over carefully. Check the items and compare them with anywhere else you choose. When you compare price, compare quality too - and you'll see why we have maintained our position as the world's leading dealer in automatic instruments. Our aim is to get the right instrument to you at the right price! Our business is built upon repeat sales from customers who have placed an order with us, who have liked the quality received, and who have reordered time and time again. Try Hathaway and Bowers, Inc. for the best values ever. We'll look forward to the pleasure of receiving your telephone call or letter. We'll do our best to make this interesting hobby even more enjoyable for you!

Sincerely,

---Terry Hathaway

---Q. David Bowers



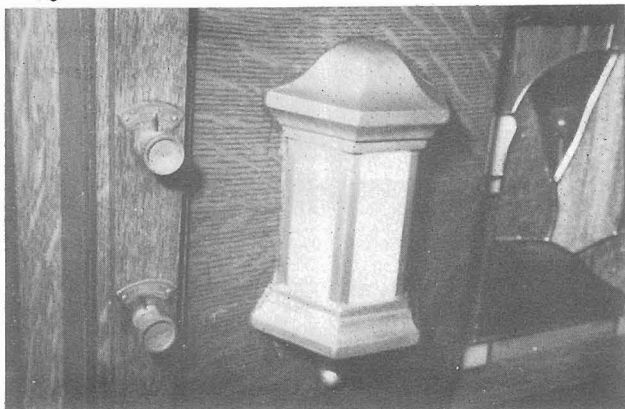
Top: The beautiful and ornate top front of a Limonaire organ. Bottom: Part of the mechanism of the intriguing Multiphone cylinder phonograph offered for sale in this issue.



## MUSICAL QUIZ

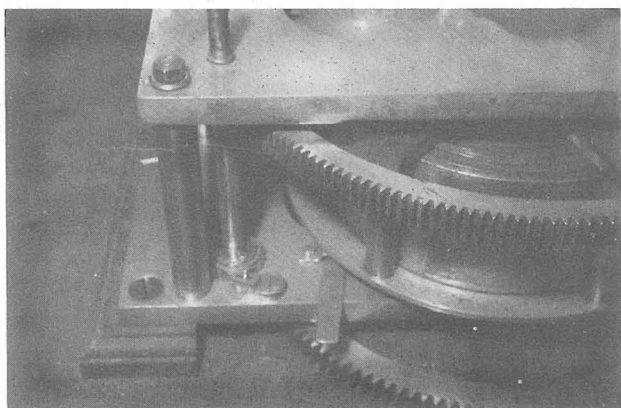
When we last ran a pictorial musical quiz we received quite a few letters commenting favorably on it. So, here's another. . . With a close-up lens on our camera we photographed parts and sections of music boxes, nickelodeons, etc. on our premises.

The results of our photography are shown below. See how many of the parts you can identify correctly. Answers are given at the end.



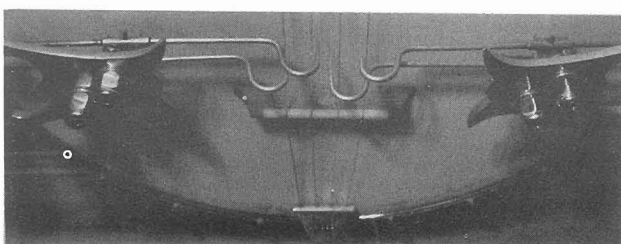
1. This view taken at the upper left front of a nickelodeon piano shows two of the three control knobs (for loud-medium-soft; for on-off of xylophone to bypass the roll), an illuminated lamp and a bit of the art glass panel. The instrument is a:

- A. Philipps Pianella orchestrion.
- B. Seeburg Style E with piano, mandolin, xylophone.
- C. Welte theatre photoplayer (Kino-Welte)
- D. Link theatre organ/piano combination.



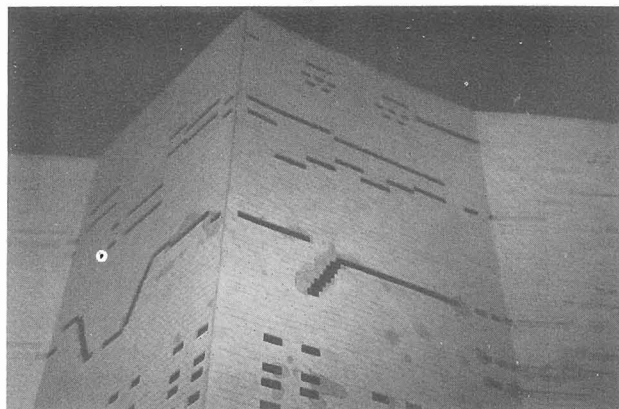
2. To the left of the tightly-coiled spring is a short lever protruding forward like a tongue. This lever, a part of a large upright 24½" Polyphon, is used to:

- A. Shift the disc to bring a different tune into play.
- B. Give one or two disc plays per coin, as desired.
- C. Disengage the star wheels.
- D. Turn the bells on and off.



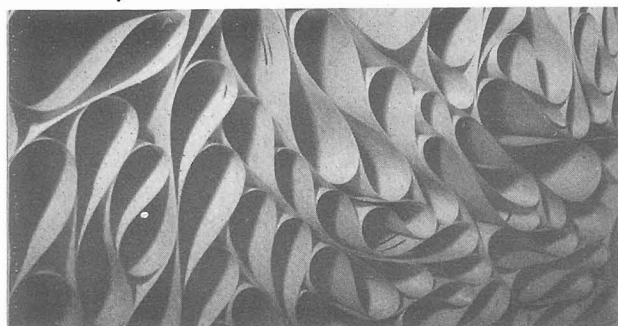
3. This view shows four pickers which are pneumatically operated. The mechanism is part of a:

- A. Encore automatic banjo.
- B. Hupfeld Phonoliszt-Violina.
- C. Mills Violano-Virtuoso.
- D. Wurlitzer Automatic Harp.



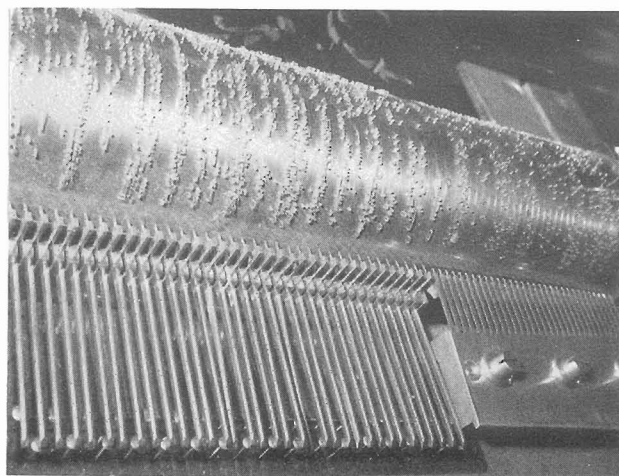
4. One of the folded sections of a music "book" from a large organ is shown. Most large band organs and dance organs have this music system as it is durable and withstands very hard use. The music books are played as they pass through a:

- A. Tracker bar.
- B. Microsensor.
- C. Key frame.
- D. System of brushes and a contact roller.



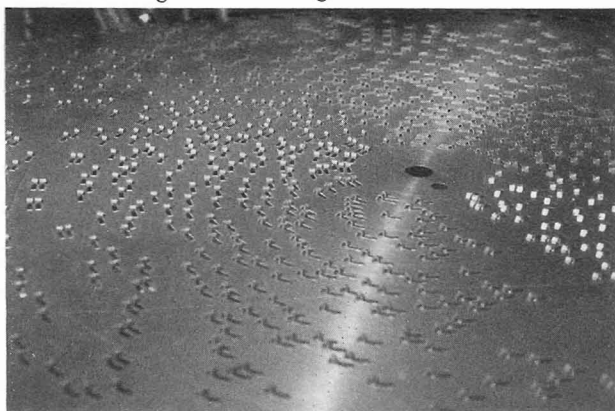
5. These seemingly confused loops and swirls are perfectly normal and are part of the endless music roll system of a:

- A. Aeolian Orchestrelle.
- B. Mills Automatic Virtuosa (without piano).
- C. Link coin piano.
- D. Bijou Orchestrone.



6. The levers in the foreground operate from a pinned cylinder and are part of a large ornate Swiss music box of the late 19th century. These levers actuate the:

- A. Snare drum.
- B. Reed organ.
- C. Automatic variations composer.
- D. Moving mechanical figures.



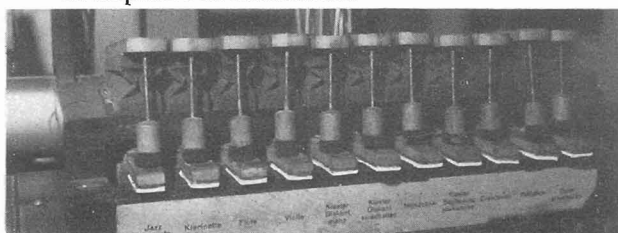
7. With its U-shaped metal projections this is the underside of a music box disc of the type used by:

- A. Capital "cuff" boxes.
- B. Polyphon and Regina.
- C. Empress (Mira) console music boxes.
- D. Herophon boxes.



8. Drop a nickel and select your favorite tune... This nickelodeon permits selection of any individual tune desired from eight tunes offered. The ornate panel with its row of eight separate coin slots is from a:

- A. Cremona Orchestral J orchestrion.
- B. Western Electric "Derby" horse race piano.
- C. National electric piano.
- D. Hupfeld Pan orchestrion.



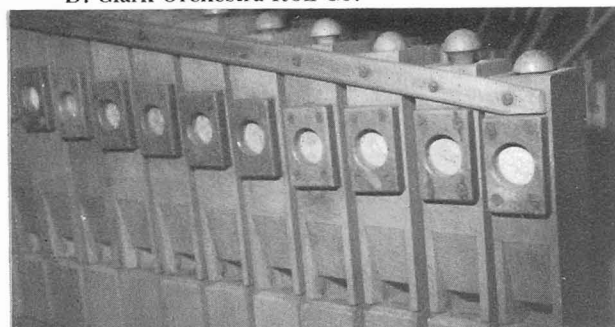
9. This group of eleven register controls is from a large Weber Maestro orchestrion manufactured during the 1920's by:

- A. The North Tonawanda Musical Instrument Works.
- B. The Weber Piano division of the Aeolian Co.
- C. Gebr. Weber (Weber Brothers) of Waldkirch, Germany.
- D. The Berry Wood Piano Player Co. (Kansas City branch).



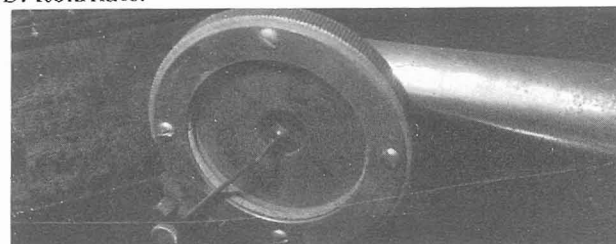
10. The "Empress Electric" trademark was used by Lyon & Healy, leading Chicago area musical instrument retailers. The innards of most Empress Electric pianos and orchestrions were manufactured in the same city by the:

- A. Haddorff Piano Co.
- B. Operators Piano Co.
- C. J. P. Seeburg Piano Co.
- D. Clark Orchestra Roll Co.



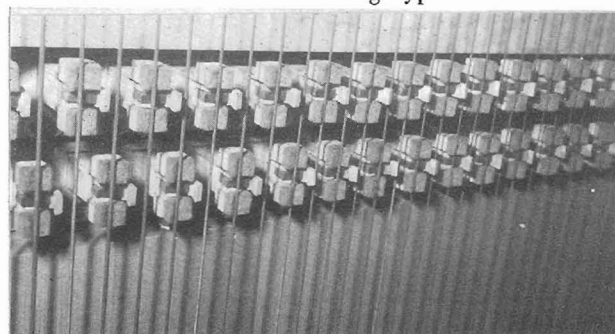
11. Positioned in the front of a Mortier organ these pipes have a pallet on the backside of each (behind the mouth of the pipe, and not visible in our photograph). At certain times during the playing of the music these pipes produce a lilting warbling effect. These are a type of:

- A. Violin pipe.
- B. Viol d'orchestre pipe.
- C. Jazz flute.
- D. Rohrflute.



12. The heart of any acoustic phonograph (such as the Columbia Grafonola of which a small part is illustrated here) is the:

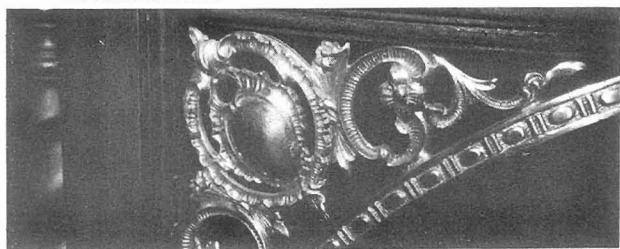
- A. Reproducer.
- B. Record changer.
- C. Static eliminator.
- D. Maker's trademark and logotype.





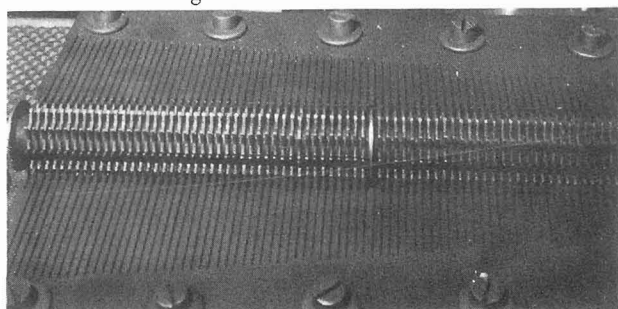
13. Made in Rising Sun, Indiana, this interesting instrument had strings that were literally "plucked" by two rows of tiny felt-covered mechanical fingers as shown here. These instruments were marketed commercially as the:

- A. Encore automatic banjo.
- B. Wurlitzer Automatic Harp.
- C. Metrostyle Themodist.
- D. Aria Divina.



14. This type of brass corner decoration was available in a variety of finishes and was mainly used on 15½", 20¾" and 27" disc music boxes made by the:

- A. Polyphon Musikwerke.
- B. Regina Music Box Co.
- C. Lawrence Daguerrean Gallery.
- D. Mechanical Orguinette Co.



15. This is a view of a:

- A. Duplex musical comb (from a 15½" Regina box).
- B. Acme roll perforator (commercial model).
- C. Reed bank from an Aeolian Orchestrelle.
- D. "Reading" mechanism from a Violano Virtuoso.

ANSWERS: 1-B; 2-B; 3-A; 4-C; 5-C; 6-B; 7-B; 8-C; 9-C; 10-B; 11-C; 12-A; 13-B; 14-B; 15-A.

*About Automatic Musical Instruments...*

### QUESTION AND ANSWER FORUM

*We invite our readers to submit questions concerning any phase of automatic musical instruments — history, technical questions, etc. We shall do our best to answer them. The questions of the most general interest will appear in this column.*

**QUESTION:** From time to time you offer cylinder music boxes with "organ" sections. Are the organ tones produced by reeds or are they produced by pipes? Were many of these made?

Beginning in the 1870's organ sections were added to certain Swiss music boxes, particularly those of the large ornate interchangeable cylinder variety. Usually the organ consisted of a bank of tuned reeds numbering about 20. These were played by a special comb usually located between two regular music combs. Instead of short pins such as those used for the steel music combs the organ section of the cylinder had staple-like bridged pins to permit the organ tones to be sustained.

The organ notes were sounded when the "staples" caused pallets to lift via a connecting system of small rods and levers. Wind to sound

the reeds was provided by a bellows driven by the music box mainspring.

Organ sections were a popular addition to orchestra boxes (boxes with drums and bells). A rare type of music box was and still is the full organ box - a box with just a set of organ reeds and no music combs or other instruments.

Although most organ boxes used a bank of reeds to generate the organ tones some very rare boxes were equipped with pipes, usually flutes. These produced a sharp clear tone in contrast with the reedy or humming tone of the reed boxes.

**QUESTION:** I hear that harp or zither attachments on Regina music boxes are extremely rare and that only a few exist with these. Is this so?

Zither attachments (also called "harp" or "mandolin" attachments - these give a plucking muted tone to the music comb.) were a fairly common addition to later Regina boxes - particularly the short bedplate styles of the 15½" and 20¾" disc diameters. While Regina music boxes without zithers are more plentiful now than those with them, the presence of a zither attachment commands no significant premium (at least we have not charged more in the past for boxes with these). Except for an occasional demonstration to show what the zither attachment sounds like most collectors leave the zither lever in the off position. The zither tends to mute the otherwise brilliant and resonant tones of the music comb.

**QUESTION:** I am the owner of a New American Musical Box. From pictures I have determined that it is the same instrument as a Gem Roller Organ. Are both really the same?

Yes, both are identical. The Autophone Co. of Ithaca, New York made three basic roller organ models: (1) The Gem Roller Organ, a 20-key roller organ - the smallest instrument in the line. (2) The Concert Roller Organ - an instrument with the same note range of the Gem but housed in a larger case with a hinged glass front panel. (3) The Grand Roller Organ - a larger instrument with a 32-key or 32 note range. These are quite rare today.

All three of these organs were widely marketed by music houses, department stores, mail order firms and others. Some of these companies put their own stencils on the roller organs, and your "New American Musical Box" is an example of this. Many of these were also sold as the "Chautauqua Roller Organ." The entire subject of roller organ and paper roll organ names is an extensive one.

**QUESTION:** I think that the Mills Violano Virtuoso is the most wonderful automatic instrument ever invented, and I hope to order one from you soon. Are these capable of playing serious violin music or just that of the "schmaltzy" variety? A friend (who happens to live near you in Los Angeles) told me that an instrument owned by Ted Bowers is the sweetest Violano he has ever heard. Can you recommend anywhere near me (in New York) where I can hear a Violano play? Also, one more question: Were any "solo" rolls made for the Violano or do all rolls have piano and violin?

The first part of your first sentence indicates that you should have worked for the Mills Novelty Company advertising department!

A wide variety of Violano rolls were made encompassing just about everything from great classics to fox trots. The latter tunes are the type most often found today, simply because that's what the patrons of public places demanded in the 1920's - the heyday of the Violano Virtuoso. On a well regulated instrument serious music can indeed be played in a beautiful and soulful manner. Ted Bowers (who, by the way, is no kin to us. He produced the "Whatever Happened to 1910?" record that we offer for sale) has made a speciality of the Violano Virtuoso and has tuned and regulated his to the Nth degree with the result that it sounds marvelous.

As you are but a Sunday afternoon's drive away from it I suggest that you visit the Musical Museum operated by the Sanders family in Deansboro, New York. Art Sanders is an aficionado of the Violano and has, in fact, spearheaded the Violano Virtuoso Society - a group interested in the history and music of this instrument. As the museum is apt to be packed with visitors on a weekend perhaps you should telephone or write first for a suggestion as to what time would be best for a leisurely visit.

Solo rolls with violin music only (without piano or with just a small amount of piano music) were produced and were labeled "Violin

Solo" rolls. These are fairly scarce today. We have heard that rolls with piano only were also produced, but we have never seen one. As the main attraction of the Violano Virtuoso is the mechanically played violin we can't see what the purpose of piano solo rolls would have been. Perhaps one of our readers can enlighten us on this point.

**QUESTION: In an earlier listing of a Philipps Pianella orchestrion you mentioned that it had a "tremolo." What does the tremolo do and how does it work? Were these used on many other types of instruments?**

The tremolo is an attachment which is connected to the wind supply of a pipe chest between the pressure reservoir and the chest. Its purpose is to give a wavering or vibrato effect to the sound of the pipes.

In orchestrions the tremolo is accomplished in several different ways, depending upon the manufacturer. As an example large Wurlitzer PianOrchestras (made by Philipps of Frankfurt, Germany) have a tremolo of the interrupting type. A gate or a barrier is inserted in the main wind trunk. By means of an external pneumatic that opens and closes quickly a wire rod connected to the gate causes it to open and close. This stops the air flow, lets the air rush through, stops it, lets it rush through, etc. at a rate of several pulsations per second.

Weber instruments use a tremolo of the beating type. Just before entering the main pipe chest the wind passes through a small reservoir. When a tremolo passage is desired in the music a felt-covered beater vibrates against the outside of the spring loaded reservoir. This produces the desired pulsation in the wind entering the pipe chest and, immediately thereafter, in the sound of the pipes. A Weber Maestro orchestrion at hand is unusual in that the tremolo can operate at three different speeds!

An artificial tremolo in orchestrion or organ music can be provided by closely spacing (but not connecting) the perforations in the music. This will only work in an instrument with a fast repeating action — as a sluggish action would produce either a continuous tone or no tone at all. Mortier organ music is often found with this type of tremolo — however, in this instance, it is supplementary as Mortier organs usually have regular tremolos in the wind trunk as well.

Among other types of instruments we might mention the tremolo usually found in antique parlor reed organs: a revolving paddle which disturbs the air above the reed chambers to produce a wavering effect. The motor-driven revolving speakers of modern Leslie Speakers (often sold as an accessory with electronic organs today) accomplishes the same vibrato effect in an interestingly different manner.

Most large orchestrions (Hupfeld, Weber, Philipps, Popper, etc.) and most large band and dance organs were equipped with tremolos. Smaller instruments did not have them due both to the added expense and to the fact that the tremolo is most effective when used on an instrument with several ranks of pipes.

**QUESTION: As Regina music boxes with 8½" and 11" discs sold for less than those with 15½" discs, why weren't more of the smaller sizes sold and why are the smaller sizes rarer today?**

The 15½" disc size is by far the most often seen disc size today, a fact that you apparently already know. From the very beginning in the mid 1890's marketing emphasis was put on the 15½" disc size, probably because many early discs, parts and possibly even some of the music boxes themselves were imported from the Polyphon Musikwerke, the parent firm of Regina. 15½" was the most popular Polyphon size.

Even around 1900 when Regina was listing and selling many disc sizes (8½", 11", 12¼", 15½", 20¼" and 27") the two smallest sizes were not actively promoted. Possibly the 15½" size at that time represented the ideal product for the public's pocketbook and the dealers' profit requirements. Prices of most 15½" instruments ranged from about \$50 to \$100 (automatic changers were, of course, much higher). Perhaps selling a small Style 21 (an 8½" disc box which retailed for all of \$7 in 1896!) would have returned an insufficient profit for store overhead, a salesman's selling efforts, etc.

**QUESTION: In measuring my game room for a photoplayer I find that I don't have enough room to set the instrument up in its original way: i.e. with the piano in the middle and a chest on each side. Would it be cricket to put the side chests close together and put the piano in front of them both? I can make the proper pneumatic connections easily enough just by using more tubing. However, I don't want to do anything to impair either the sound or the proper operation of the instrument.**

Go ahead and install it as you mention. In fact, this was sometimes done in original installations in which the orchestra pit was not wide enough to accommodate the 12' to 20' width of a photoplayer. In 1916 Wurlitzer instructed its installers that the "One Man Orchestra" photoplayers of that firm could be set up in that manner.

As a general rule of thumb, a distance of about 10 to 14 feet is the maximum that a pneumatic impulse should travel through small diameter rubber tubing without causing either a noticeable delay or a sluggish response. In metal tubing (used in most large American "Fotoplayers," Wurlitzer photoplayers, very large orchestrions, etc.) the length can be longer as the wall of the tubing is rigid and does not dampen the impulses.

**QUESTION: I notice on page 233 of your book, "Put Another Nickel In," that you have a Wurlitzer PianOrchestra set up in your living room. I am planning to set up a larger orchestrion also and wonder how the sound volume can be adjusted or regulated to suit the size of the room. Any suggestions you can give will be appreciated.**

The PianOrchestra shown in the book was set up in my New York home. Since moving to California several years ago the instrument reposes in a corner of your editor's office! Plans, however, call for reinstalling it (or a large Hupfeld or something similar) in my new home as soon as time permits.

That particular PianOrchestra had the upper inside panels lined with sheets of sound absorbing soft fibreboard when I acquired it. As I wanted to be able to hear it throughout the house I removed the fibreboard. If you plan to install your instrument in a small room some sound "padding" such as this is a good idea. Another idea is to lower the wind pressure on the pipes if the sound is too loud, or raise the pressure if the sound is too soft. This can only be done within the tuning limitations of the pipes, however. As an example, a large orchestrion voiced on 6" of pressure (as measured by a water column) can usually be tuned properly on pressure as low as 4" or so and on pressure as high as 8". Recently Mr. Larry Givens of Wexford, Pennsylvania, told us that he has successfully tuned his Seeburg H orchestrion on 9" of pressure (it was designed for 6").

Probably the best thing to do is to set your large orchestrion up in your living room first. Try it for a while as it is — and then adjust it later once you have heard it for a few days. The room itself will play an important part. For instance, a large instrument (or a small one, for that matter) will sound louder when placed against a hard wall and softer when placed in front of drapes or curtains. Drapes, rugs and upholstery do much to quiet a room.

We have found with large orchestrions that it is best to position them from 6" to 18" out from a wall in order to permit the piano (which is usually at the back of an instrument) to be heard properly. This also allows the piano to be tilted outward from the back for tuning without moving the main chassis of the instrument.

With our PianOrchestra installation we found that the entire family played it a lot. To save frequent raiding of the orchestrion's coin box we made the instrument operable with a push button (a doorbell button) located on a wall. As your instrument is probably equipped for remote wallbox operation (most large orchestrions have solenoids on the coin trip mechanism for this purpose) you might consider this idea also.

**QUESTION: How many different types of automatic musical instrument rolls exist? How many different types of music box discs?**

These are interesting questions. We've never stopped to count them, but we would estimate somewhere in the 100 to 200 range for the rolls, and perhaps this is on the low side. An English gentleman informed us that he has tabulated 114 different types of music box discs — but this figure includes duplications (the same style of disc sold under different labels). A worthwhile project for someone would be the listing of different rolls and discs together with some data about them (the width of the roll, perforation spacing, instrumentation, instrument for which it was intended — for music rolls; for discs, the diameter, manufacturer and other pertinent information). If one of our readers would like to submit a tentative listing we'll publish it — and then it can be added to by others.

HATHAWAY AND BOWERS, INC.

11975 E. FLORENCE AVE.  
SANTA FE SPRINGS, CALIF. 90670



**QUESTION:** In checking over your offerings of organs I notice that you refer to them, in many instances, as having so many "keys." What are keys? I would think that the ones with the most keys, which seem to be larger in your descriptions, would be the most expensive. Why is this not so? What is the difference between a band organ and a dance organ? Why do band organs seem to bring more money? Is there any book with organ information in it? I am just a beginner at this, so I hope you don't mind so many questions. I am very pleased with the nickelodeon just received from you, and I am considering buying an organ.

**ANSWER:** No, we don't mind questions at all. Sometimes in cataloguing instruments it is easy to overlook the basics while giving in-depth technical data!

For a good general guide to all sorts of organs we would recommend that you buy "From Music Boxes to Street Organs" - a book translated from the Dutch by Mr. Wade Jenkins. We can supply a copy for \$6.95, or you may find that a bookstore in your own area stocks it.

Generally speaking, organs can be grouped into two main classifications: Band organs (or, as they are known in Europe, "fair organs") and dance organs. Each type of organ is different from the other and each was designed to serve a different purpose.

Band organs are the type that we associate with circuses and merry go rounds. These are loudly voiced with wind pressures of 9 to 14 inches used to blow the pipes. These, as a rule, are smaller than dance organs - as fewer pipes were needed to produce a given volume of sound. Band organs were made in America by Wurlitzer (who had the largest share of the market by far), the North Tonawanda Musical Instrument Works, Niagara, and Artizan. Each of these firms produced models in standard format and issued illustrated catalogues. Today, the most often seen models are Wurlitzer styles 103, 105, 125, 146-A, 150, and 153. Many of the organs of the other three firms were converted, beginning in the 1920's, to Wurlitzer rolls as Artizan, North Tonawanda, and Niagara rolls became scarce.

In Europe the best known makers of band organs were: Bruder (who may also have made certain instruments for Wurlitzer in the pre-World War I years), Limonaire, Ruth, Frati, Gavioli, and Verbeek. There were, of course, other makers - but the above named ones accounted for most of the production.

Band organs were generally discontinued in the 1920's and 1930's (the last Wurlitzer band organ was shipped from the factory in 1939). Of the thousands of band organs originally made, probably 75% were made before 1920. Hence band organs, as a type, are fairly scarce today.

Dance organs were made for indoor use in dance halls, restaurants, ballrooms and similar places. They are voiced more softly (usually on 5 to 7 inches of pressure) and usually have many more pipes than do band organs. They are usually larger in format also. Dance organs were nearly all made in Belgium by Mortier (who went out of business in the 1950's), by Decap (who is still in business today - but who is making primarily electronic rather than pneumatic organs), and by Bursens. If you have been receiving our catalogues for a period of time you may recall that two years ago we purchased the fabulous inventory of choice condition organs personally made by Mr. Arthur Bursens. These were resold by us to all parts of the world and, as of this writing, only one specimen remains in stock from this group.

Dance hall organs are still used in certain restaurants in Belgium. In recent years we have shipped many from there to customers here in America and have purchased others (such as the Bursens warehouse hoard) and have shipped them to various distribution points in the U.S.A.

The term "keys" refers to the music system of the organs. Most European instruments use folding cardboard music books. These books have holes punched in them. As the books pass through the "key frame" the music goes over a row of spring loaded brass "fingers" or "keys" that are pressed down by the book. When a hole appears in the book a key pops upward through the book. By means of a lever arrangement the other end of the brass key opens an air hole and causes the appropriate note to sound - in the manner of a player piano (but using pressure usually, rather than vacuum).

The number of brass keys in a keyframe is the number of keys in the organ description. Hence a "35-key Limonaire" organ would have thirty five spring loaded keys in the key frame. A 101 key Mortier would have 101 metal keys, and so on.

Generally speaking, modern dance organs (this side of 1930) have the largest number of keys. This is because many of these instruments have modern facades with multiple lighting circuits on them, or have a display of drums and traps and other sound effects gadgets that require control. Also, as a general rule, dance organs have more keys than do band organs due to the layout of the pipe registers. However, the number of keys doesn't necessarily reflect the musical potential of the instrument any more than the number of pages indicates the quality of a piece of literature. It is what is done with the keys that counts!

The term "keys" has, over the years, been adapted to other instruments - particularly those of European manufacture. So, you may see a pneumatic instrument with a vacuum tracker bar referred to as having "so many keys," even though it may have no brass keys at all! For instance, instead of saying that the Wurlitzer (Philipps) Paganini has 130 holes in the tracker bar you could say that it has "130 keys." Or you could say that the Hupfeld Pan Orchestrion has "124 keys." Or, we suppose that it would be correct to say that a regular home player piano is of "88 key" specification!

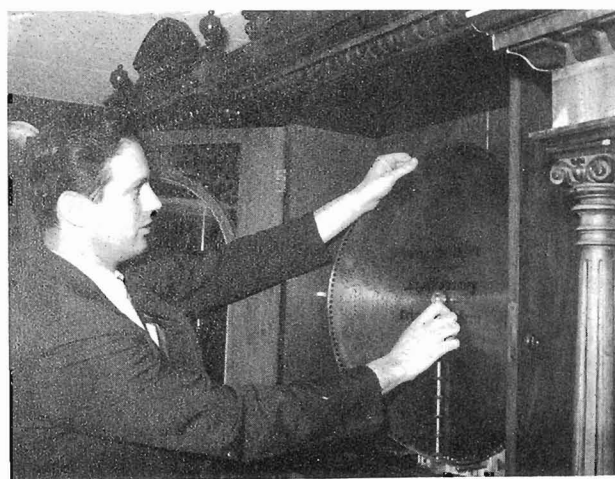
Concerning the pricing of an organ (or any other instrument), there are many different factors which enter into this. Among those are rarity, desirability (demand by collectors), the type of music played, the appearance of the instrument, the condition of the instrument, etc. When pricing an instrument we take all of these factors into consideration. If our pricing structure of a particular instrument puzzles you, then ask us more about it. There are no secrets, and we'll gladly explain. Within an instrument of a given specification condition is usually a paramount pricing factor. For instance, we recently SOLD a Gavioli organ for \$500.00 (it was in rather poor condition) and we recently BOUGHT another for over \$5,000.00. Both of these instruments were approximately identical key-wise, but one was in vastly superior condition.

Small band organs, as a rule, bring more money than do small dance organs - mainly because the band organs are from an earlier era and are harder to find in choice condition. Really choice and ornate examples of both types are desirable, valuable and hard to find in the larger scale pieces. Incidentally, we recommend that all organ enthusiasts consider joining the Fair Organ Preservation Society - whose address is: c/o Mr. Kenneth Redfern; 3 Bentley Rd.; Denton, Manchester; England. Write for membership information (about \$3 per year).



HATHAWAY AND BOWERS, INC.

11975 E. FLORENCE AVE.  
SANTA FE SPRINGS, CALIF. 90670



Terry Hathaway changes the music disc on a large upright 24 1/2" Polyphon music box in one of our showrooms. If you see an item of interest in this catalogue address your inquiry to Terry personally. He'll be happy to answer any questions you may have or reserve an item of interest for you.

This catalogue, the largest ever issued in the automatic musical instrument collecting field, gives you an unprecedented opportunity to select from hundreds of thousands of dollars worth of fine pieces!

## AUTOMATIC MUSICAL INSTRUMENT DEFINITIONS

*General descriptions of the types of automatic musical instruments we offer for sale in this catalogue. These descriptions may be of interest to you if you're reading one of our catalogues for the first time.*

**Cylinder Music Boxes.** This type of box has the tunes programmed on a metal cylinder via one pin in the cylinder for each playing note. A cylinder may have thousands of pins in all. As it revolves the pins lift the teeth in the steel musical comb, thus causing the notes to sound.

Most cylinders contain several tunes. At the end of a tune the cylinder shifts to the side ever so slightly, thus permitting another group of pins with a different tune to come into play.

Boxes of this type are usually wound by either a lever or a crank. Power is transmitted from the mainspring to the cylinder by gears. Most cylinder boxes were made in Switzerland during the last half of the 19th century.

**Disc Music Boxes.** First marketed in quantity in the 1890's the disc boxes feature interchangeable flat discs on the underside of which are usually projections. These projections pluck the musical comb by means of an intervening star wheel. One advantage of the disc boxes is that the discs are interchangeable in the manner of phonograph records. A large collection of discs can be formed for low cost.

Leading German and American makers of disc boxes made such brands as Polyphon, Symphonion, Regina, Kalliope, Adler, Fortuna, Criterion, New Century, Stella, etc.

**Roller Organs; Paper Roll Organs.** These small (usually they will fit on a table top) organs contain sets of tuned metal reeds. The vacuum or wind to operate the reeds is supplied via a hand cranked bellows. The music comes in a number of forms, including paper strips, paper rolls, cardboard and metal discs and pinned wooden rollers.

**Player Pianos.** Player pianos were popular during the early 20th century. Power for playing the piano is provided by a foot-pumped vacuum bellows. The musical program is contained on a perforated paper piano roll which actuates valves and pallets as it passes over holes in the tracker bar.

**Nickelodeon Pianos; Orchestrions.** Player pianos used in restaurants and other public places were electrically operated and were actuated by dropping a coin in a slot or wallbox. These coin pianos are popularly called "nickelodeons" by collectors today.

The basic nickelodeon piano consists of a piano with a mandolin or "rinky tink" bar added. Sometimes a xylophone or a rank of pipes is provided in addition. Nickelodeons with extensive instrumentation including drums and traps are called orchestrions as they are, in effect, a mechanical orchestra.

Some of the larger orchestrions are capable of providing marvelous musical effects. Leading makes of nickelodeons and orchestrions include Wurlitzer, Hupfeld (the world's largest), Philipps, Popper, Seeburg, Welte, Cremona, Coinola, Western Electric, Nelson-Wiggen, Weber, etc.

Generally, most orchestrions use different types of rolls — so a representative collection of orchestrions can provide a really varied selection of music!

**Dance Organs; Band Organs.** These are self-contained pipe organs. The interiors contain from a few to many ranks of pipes, often with drums added for rhythm effects. Those which are loudly voiced for outdoor use are known as band organs or fair organs. Ones for inside use in dance pavilions are known as dance organs.

Music for these organs comes in three main forms: (1) Pinned cylinders — used on pre-20th century instruments for the most part; (2) Paper rolls — used mainly on small and medium size organs made in the U.S.A.; (3) Folding cardboard "books" — used on most types of very large organs.

Leading makers of band and dance organs included Mortier, Limonaire, Wurlitzer, North Tonawanda, Decap, Bursens, Niagara, Artizan, Bruder, Marengi and Verbeek.

**Other Instruments.** From time to time you'll find many other types of interesting automatic instruments offered in our catalogues — including the Mills Violano-Virtuoso and Hupfeld Phonoliszt-Violina violin players, player reed organs such as the Aeolian Orchestrelle, mechanical singing birds, musical clocks, the Encore automatic banjo, the Wurlitzer Automatic Harp, reproducing pianos (such as Ampico, Duo-Art and Welte — which had elaborate expression controls to re-enact the actual performance, including nuances and tonal shadings, of the original artists), theatre photoplayers for silent movie background music and sound effects, etc. In addition we feature from time to time old cylinder and disc phonographs, old radios, etc.



HATHAWAY AND BOWERS, INC.

11975 E. FLORENCE AVE.

SANTA FE SPRINGS, CALIF. 90670

It's Easy to do Business with H&B. . .

## HOW TO PLACE YOUR ORDER WITH US

If you see a **one-of-a-kind item** (an interesting coin piano, organ, orchestration, antique music box, etc.) we recommend that you telephone to reserve it. If your order is for \$100 or more you may telephone us **COLLECT** from any part of the United States. Our number is (213) 941-8774. Call anytime, day or night, including weekends, until 10 p.m. Pacific time. Ask for Terry Hathaway.

**Current reference books and hi-fi records** will be shipped postpaid. Items such as supplies, rolls, discs, etc. will be sent by U.S. mail or motor freight. We have complete facilities for packing and shipping to you at low cost. This service will be billed to you at our cost and will be collected (in the case of motor freight) when the item is delivered. Otherwise you'll be billed separately.

**Pianos, orchestrions, organs and other items** weighing several hundred pounds or more are best shipped via moving van. The charges are very reasonable and the items are shipped carefully padded, insured and well cared for. Also by shipping via van the driver and his help will place the instrument in your living room, den, music room, place of business or wherever you want it. We shall arrange to have a moving company serving your area collect the instrument here and deliver it to you charges collect. Many collectors in America and Europe find that our low prices provide more than enough savings to pay all shipping charges.

**Additional information** concerning any instrument or any other item will be gladly sent. If you have any questions concerning any aspect of any piece, please do not hesitate to ask. A telephone call or a letter to Terry Hathaway will bring the information you need. And...there's no obligation.

**Join the ranks of collectors, dealers and public attractions** everywhere who enjoy doing business with Hathaway & Bowers, Inc.! We try to treat you as we would like to be treated ourselves. We sincerely believe that you'll like our way of doing business.

**Note:** California residents please add sales tax or furnish resale exemption certificate.

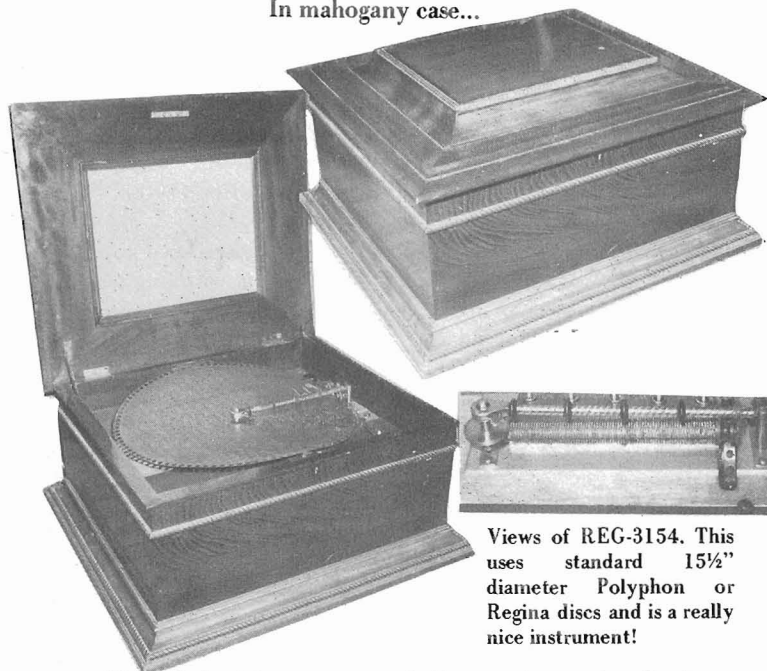
**Attention: Foreign and Overseas Customers:** You may make payment either in U.S. dollars or English pounds. Remittances in these currencies can be obtained at any international bank in your country. Canadian and Mexican customers may remit in their own currencies — and we shall credit your account with the proceeds at the exchange rate in effect when your remittance is cleared.

We urge overseas customers to give alternate choices when ordering one-of-a-kind instruments in the event that the first requested item has been sold.

Crating and shipping of instruments to Europe, Asia, Australia, etc. can be satisfactory and economically arranged. Shipping is convenient and money-saving via the nearby Port of Los Angeles. Our extensive world wide shipping experience is at your disposal.



**15½ REGINA STYLE 11 MUSIC BOX**  
In mahogany case...

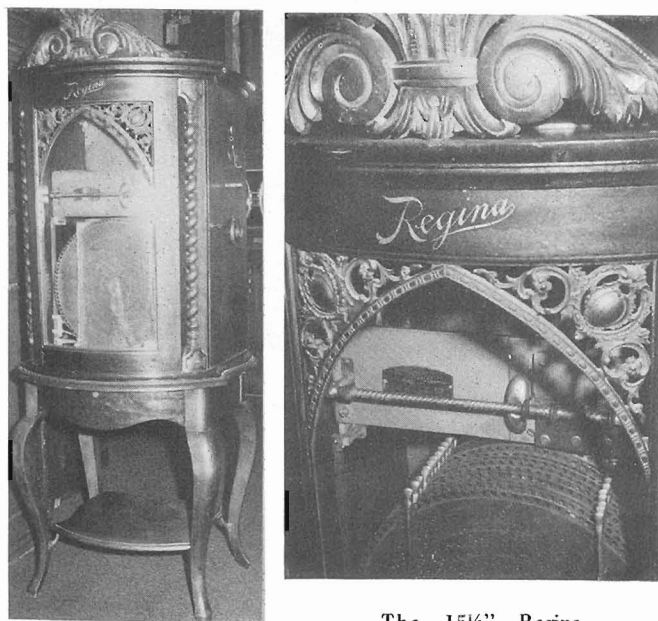


Views of REG-3154. This uses standard 15½" diameter Polyphon or Regina discs and is a really nice instrument!

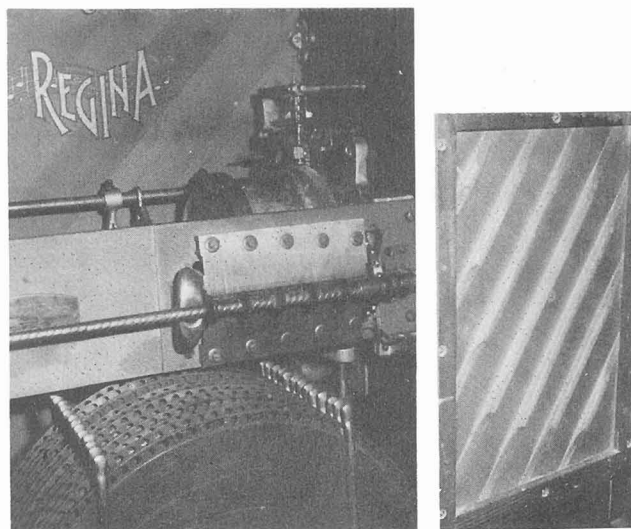
The Style 11 was one of the most popular Regina models. A single comb type, it was inexpensive in its day (circa late 1890's). The specimen here offered is in a remarkably well preserved mahogany case that will not require any attention.

This instrument is one of the later ones and has a three position switch: Stop (at once). Start, and Stop (at end of tune). It has a pleasant tone and will be a pleasure to own. With it are a half dozen discs, and additional discs are available at low cost. Compare our price of just \$525.00 for this lovely music box.

\$525.00 (Stock No. REG-3154)



The 15½" Regina disc changer is truly beautiful.



Left: The double music comb of the Regina. Right: Rear view showing the piano-type sounding board of the instrument.

**15½" REGINA AUTOMATIC DISC CHANGER**  
The Parlor Model

Style 36 Regina automatic disc changer. Uses the popular and plentiful 15½" Regina discs (or Polyphon discs of like diameter). This instrument, although in a magnificent appearing case, has suffered internal maltreatment sometime during its history - with the result that the gear on the periphery of the spring barrel is damaged and the gears between that and the governor assembly are stripped. The winding crank is missing (a substitute can be easily fabricated).

The music combs are in excellent condition. The case is very choice and retains the original decals both on the proscenium and, internally, on the sounding board.

This model is one of the most popular and most desired of all music boxes. If you are equipped to do gear work you will end up with an outstanding instrument. At present our schedule is too busy here to permit our undertaking it (although we shall happily recommend a source of repair to the buyer, if requested) - so we do the next best thing and offer the box at an "overallowance" of a \$500.00 or more discount from what this particular box would normally bring in perfect repair. A similar Style 36, but in excellent preservation, recently brought \$2495.00, and the seller had two orders for it.

This lovely Style 36 can be yours, together with a changer full of discs (12 discs), for just \$1795.00 (Stock No. REG-3042)

**QUALITY INSTRUMENTS AT WHOLESALE PRICES**

Hathaway and Bowers, Inc. does more wholesale business in automatic musical instruments than any other dealer in the world. If you are a dealer we invite your patronage. We'll assist you in any way possible.

If you are a collector you'll find our low net prices to be an even better value. In many instances the amount you save by buying at Hathaway and Bowers, Inc. will more than pay the packing and shipping to anywhere in the world. It isn't surprising that we have many active customers in Austria, England, Germany, Japan, and other parts of the world - not to mention all fifty of the United States.

We invite YOU to try Hathaway and Bowers, Inc. for the best values in the business!

---Terry Hathaway

---Q. David Bowers



This 15 1/2" disc Regina automatic changer will look beautiful in your home. It would be hard to find one nicer than this!

**15 1/2" DISC CHANGING REGINA MUSIC BOX**  
Style 35 in beautiful mahogany case...

Regina 15 1/2" disc changer. Style 35. An exceptional specimen in a beautiful mahogany cabinet. This instrument plays beautifully and will delight the ear as well as the eye.

It uses the standard 15 1/2" diameter Regina or Polyphon discs and plays them one after the other in rotation, or repeats a single disc, as you desire. It is operated by an on-off lever on the right side. The instrument has a melodious double music comb and is outfitted with a special "banjo" attachment which is controlled by a lever on the right side.

With the instrument is a supply of a dozen discs - a complete changer full. Additional discs are available at low cost with the purchase of this instrument.

Dimensions are: 5'7" high, 2'3" wide and 1'8" deep.

A more appealing or interesting piece of antique musical Americana would be hard to imagine. It will be appreciated wherever it is seen or heard!

\$2495.00 (Stock No. REG-3117)

**AUTOMATIC MUSICAL INSTRUMENTS ARE FUN!**

A music box, nickelodeon piano, orchestrion or other automatic instrument will mean fun for you, your family and all who visit your home. Not only are automatic instruments attractive and interesting, they are always willing to "perform" to the delight of young and old alike!

Let Hathaway and Bowers, Inc. provide you with the RIGHT INSTRUMENT at the RIGHT PRICE.

---Terry Hathaway

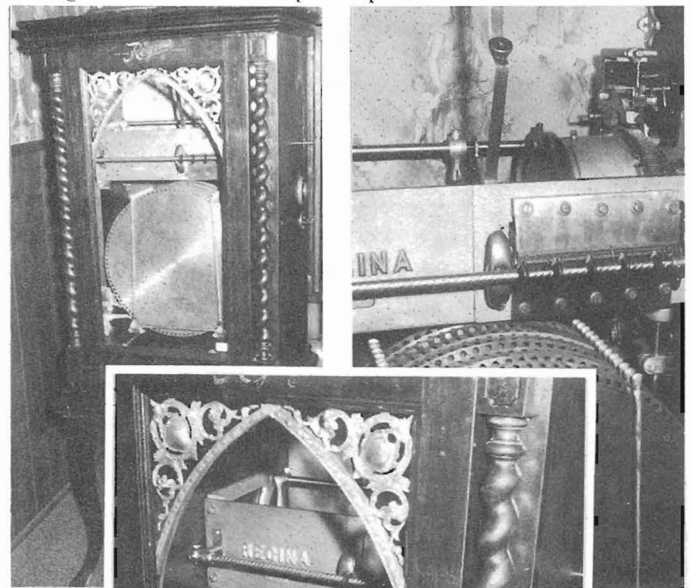
---Q. David Bowers

**COIN-OPERATED 15 1/2" REGINA CHANGER**  
Scarce flat front style...

Of all known 15 1/2" Regina automatic changers the vast majority are of the curved front "parlor model." The one we offer here is the rare flat front commercial type.

Known as the "Regina Corona No. 36 - Flat" this instrument was manufactured shortly after 1900. The original catalogue description reads thusly:

"Regina Corona No. 36 - Flat. This style is very popular with slot machine operators. It has a piano sounding board, automatic tune changing device, and long running movement, and also a speed regulator. Duplex combs with 156 steel tongues. Tune sheets 15 1/2" in diameter. Cases are in oak or mahogany. Dimensions are 68 x 25 1/2 x 21 inches. Built very strong to withstand use in public places."



The specimen we offer here is choice inside and out and has a lovely tone. Some work is needed, however, on the mainspring as it has been shortened. In addition, it lacks the top finial.

The instrument is coin operated via a 5-cent slot on the right hand side. This scarce type of Style 36 should be of interest to a Regina specialist. It is priced at no more than would be the usual curved front variety in comparable condition. With it is a supply of a dozen discs, and as many extra discs as you need are available for nominal cost. As part of a large specialized collection or as a showpiece in a small grouping this instrument is sure to command attention.

Just \$1995.00 (Stock No. REG-3022)





**STYLE 240 REGINAPHONE**  
Needs much work - but priced low!

Reginaphone combination music box and 78rpm phonograph. Style 240 in a mahogany case.

This style was introduced shortly after the turn of the 20th century as a successful attempt to give the purchaser the best of two worlds: the music box and the phonograph. The musical portion of the Style 240 consists of a short bedplate double comb 15½" disc mechanism. It is operated by a lever which has three positions: Stop (at any time), Start, and Stop (at end of tune).

The phonograph portion consists of a 78rpm mechanism which plays records via a Grafonola (Columbia) reproducer. The records are played on a felt-covered turntable which is removed and stored in the base of the cabinet when not in use (when the music box mode is being used).

The instrument offered here has the phonograph arm and parts of the inside wooden horn missing. The phonograph collector or repairman will have no great

difficulty in adapting another Grafonola mechanism to it, or using a compatible mechanism of a different make. The turntable, drive mechanism, spindle and other phonograph parts are presently with the instrument and are installed in their proper positions.

The musical portion of the box is in excellent condition and plays beautifully with a loud, melodious and exceedingly brilliant tone. It will require no work at all.

The case is of mahogany veneer. It will require refinishing (at least, we would recommend this) and some reveneering, especially around the base and on the floor of the disc storage compartment.

The instrument is a "diamond in the rough." Actually, we have described it as being worse than you'll probably agree that it really is once you see it in person. In Catalogue No. 9 we offered a choice Style 240 for \$1495.00 and received at least a half dozen orders for it. We think that at our present price, a reduction of \$500 from this figure, the specimen offered here should be an outstanding value. With it go a half dozen discs, and many others are available at low cost. This Regina Style 240 can be yours for just \$995.00 (Stock No. REG-3111)



If you have a restaurant, tourist attraction or other spot consider this Regina. It is durable enough to stand up under hard use. It is offered ready to plug in and start earning money for you!

**ELECTRIFIED REGINA 20¾" BOX**  
Ideal for a commercial location...

This is a "one of a kind" item made up by combining parts of a 27" disc changer and a 20¾" Regina box! It presently consists of a 20¾" disc mechanism which is driven by an electric motor. Colored lights illuminate the disc as it plays (which is each time a quarter is put in the coin slot!).

The case in which the mechanism is housed is a modified cabinet basically consisting of a Style 34 (27") Regina music box.

This is an item for the restaurant or commercial location where it will be a musical attraction and will more than earn its keep via the quarter slot. It comes with a supply of a half dozen discs. \$1295.00 (Stock No. REG-3103)



**BEAUTIFUL 20 3/4" REGINA UPRIGHT MUSIC BOX**  
In ornate mahogany case

Beautiful upright Regina music box, Style 25. This type, first produced in the late 1890's, was called the "Regina Sublima" - the same name as later used by Regina for its mandolin-like automatic piano.

The instrument uses standard Regina 20 3/4" discs, a half dozen of which go with it. Others are available at low cost with purchase of the music box.

Dimensions are: 6' high, 3'1" wide and 17" deep. The case is of rich red mahogany which has a checked finish due to aging over the years. (We can refinish it for you; with the purchase of the box our extra work performed will be billed to you at cost - a great savings.)

The box plays via a large double comb. The attractive appearance of this instrument, its beautiful tonal quality and its historical appeal all combine to make this a first class musical masterpiece.

Note: Of the three "common" Regina disc sizes - 15 1/2", 20 3/4", and 27" - this is the scarcest. If you are collecting Regina boxes by types, this is an excellent opportunity to acquire a really nice one!

Just \$1595.00. (Stock No. REG-3098)

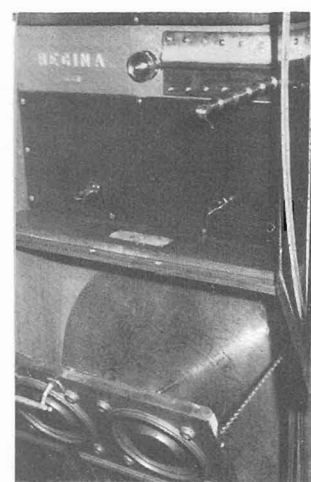
#### COLOR PHOTOGRAPHS ON REQUEST

Would you like more information concerning a specific instrument? Just ask us what you'd like to know and we'll tell you! Color photographs of any instrument will gladly be sent on request. There's no obligation or charge - all we do is ask that you return any photos of instruments not retained. If you are interested in ONE instrument ask for color photos of TWO or THREE to make a wide choice. Even so, there's no obligation of any kind.

Whether you're 12,000 miles away, 1,200 miles away or next door you'll find H&B will give you the best values anywhere.

--Terry Hathaway

--Q. David Bowers



Views of the beautiful Regina  
Orchestral box.



**BEAUTIFUL 27" ORCHESTRAL REGINA**

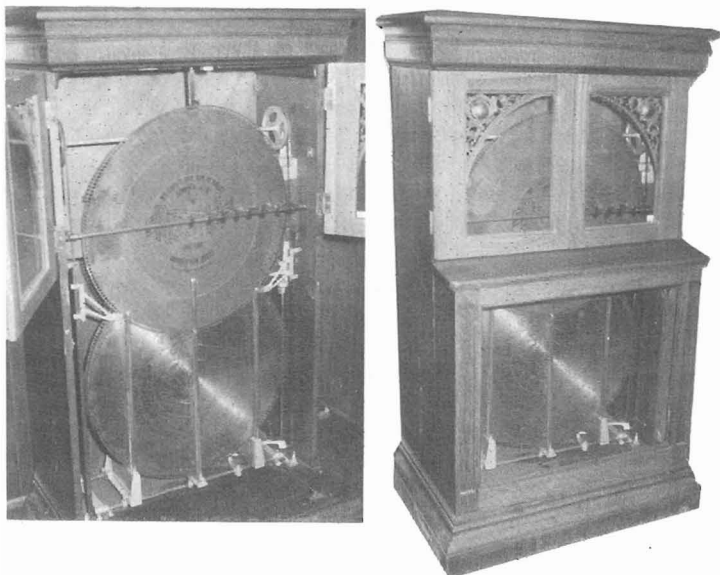
If we were asked to pick an outstanding relic from America's unforgettable Gay Nineties era we would nominate the Orchestral Regina as a prime candidate. Standing over six feet tall and encased in a wonderfully ornate and embellished case the Orchestral Regina is emblematic of the "gingerbread" age.

The one offered here is 6'6" high, 1'6" deep and measures 3'7" across. It uses the 27" music disc - the largest music box disc ever made by Regina. It is housed in a handsome light golden oak case which is ornamented with fluted columns, a top gallery, turnings and decorative brass grillwork! It is coin operated (as are nearly all Orchestral Reginas) and has a coin slot on the right side.

The bottom of the instrument tilts outward to reveal a disc storage bin. To start off your collection of 27" Regina discs we give a half dozen free with this instrument.

This beautiful instrument - both visually and tonally so - will be a prized heirloom for many years to come.

\$1995.00 (Stock No. REG-3067)



**27" REGINA AUTOMATIC CHANGER**  
In light oak case

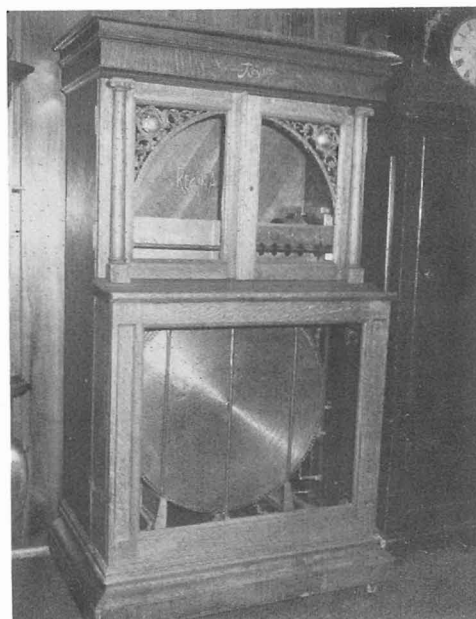
Style 34 Regina automatic disc changer, a late model with piano sounding board. Plays and has a nice tone, but the governor has some sluggishness and should be overhauled (as is the case with other music box repairs, we can do this for you and bill you at our cost).

The case has had new upper doors made for it. The overall finish is of light golden oak.

The instrument holds twelve 27" discs and plays them automatically in rotation or repeats a single disc, as you desire.

Measurements are 5'5" high, 2'1" wide and 2' deep. The instrument is coin operated via the original nickel slot on the right side of the case. As such, it is one of the first and is certainly one of the most interesting early American coin operated music makers!

An outstanding value for dealer or collector alike at just \$2295.00 (Stock No. REG-3106)



The handsome case of REG-3099 - a truly impressive and imposing instrument!

## 27" REGINA AUTOMATIC DISC CHANGER

Style 34 in beautiful oak case...

Style 34 Regina automatic disc changing music box. This is the largest style of disc changing music box ever made (the larger "Concerto" is a piano orchestrion and not a music box - it has no musical combs).

The Style 34 uses 27" Regina discs. It holds a dozen discs in a storage rack in the bottom of the case, and changes them automatically in rotation. Or, if desired, the same disc can be repeated over and over.

This is one of the later automatic changers and is outfitted with a piano sounding board, which gives it an especially nice tone. Dimensions are: 5'5" high, 3'1" wide and 2' deep.



The case of the instrument is of golden quartered oak. It does not need refinishing, but would be a real showpiece if were done. Also, some attention is needed to minor parts of the cabinet.

The Style 34 plays well and has a beautiful tone. With it come a dozen discs (a changer full). Additional discs are available at low cost with the purchase of the music box.

A similar specimen recently sold for \$4750.00 (to a non-collector) in an estate sale. On the music box market, similar pieces have fetched in the \$3000.00 range, and are well worth it. We believe this box to be an exceptional value in all respects at our low price of just \$2495.00 (Stock No. REG-3099)

### THE ALL-IMPORTANT DIFFERENCE...

You get accurate descriptions when you buy from Hathaway and Bowers, Inc. Sure, we could increase sales by simply describing instruments as, for instance, "A nice Violano - price such-and-such." Over the years we have found that detailed accurate descriptions reward us in a way that counts: with repeat business. In the field of automatic musical instruments, as in any other collecting field, you get what you pay for.

Our authoritative descriptions are an all-important difference. You don't buy guesswork when you buy from us. Not only do we take extensive space to describe and illustrate (our illustrations, by the way, are of the instruments actually being offered - what you see is what you get) the instruments, we'll do our best to answer any other questions you might have.

Your good will and repeat business is our most important asset. With accurate and authoritative descriptions we'll do our best not just to merit a "one-time" sale to you, but to merit your repeat business year after year.

---Terry Hathaway

---Q. David Bowers



other until all twelve have played, and the sequence starts over. Or, if desired, any particular disc may be selected by a pointer knob at the right side of the case.

This specimen is in an attractive quartered oak case which is quite well preserved. A refinishing would enhance its beauty, but would not be necessary. Measurements are: 5'6" high, 3'3" wide and 2' deep.

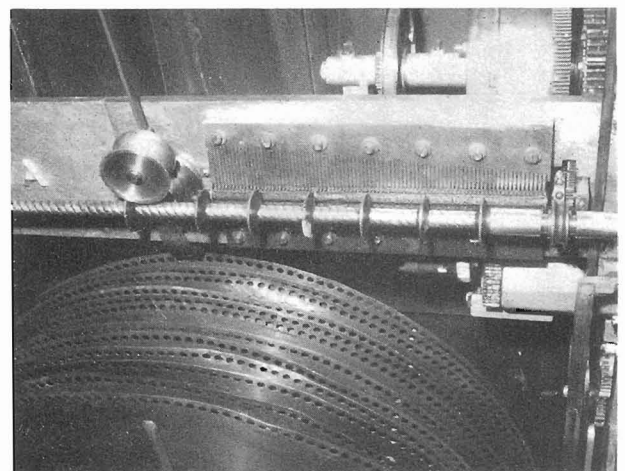
This beautiful instrument, officially known as the Regina Orchestral Corona No. 34, plays nicely with a sparkling tone. It comes with a changer full of discs, and more discs are available at low cost with the purchase of the box.

You can own this American classic for just \$2695.00 (Stock No. REG-3100)

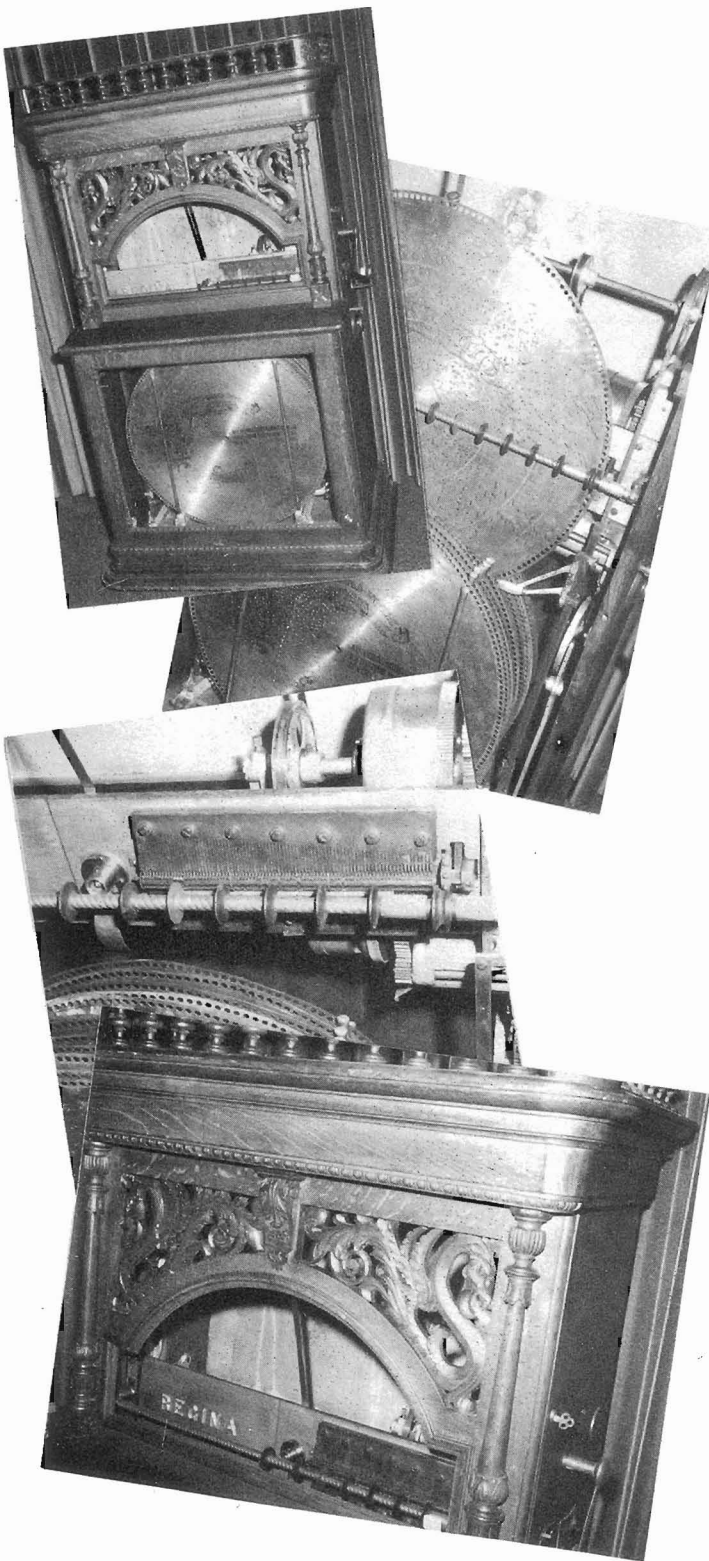


**REGINA 27" AUTOMATIC DISC CHANGER**  
In ornate mahogany case...

For many years this beautiful instrument was a proud part of one of America's finest private automatic musical instrument collections. With our recent purchase of the exhibit, this lovely Style 34 Regina Orchestral Corona 27" automatic disc changer is ready for a new home - perhaps in your collection.



View of the disc storage rack (for 12 discs), the large double musical combs, and other features of the 27" changer.

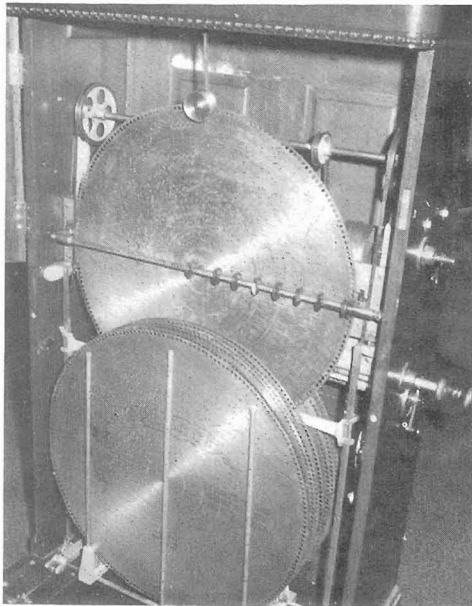


**REGINA ORCHESTRAL CORONA 27" CHANGER**  
In quartered oak case; Coin-operated

This is a lovely example of the classic and much wanted 27" Regina automatic disc-changing music box. The instrument uses regular 27" Regina discs. A movable rack in the bottom of the case stores twelve. Upon receipt of a nickel a tune of approximately two minutes in length is played. The continued insertion of coins will play the discs one after the



This superb 27" changer features carved dragons as part of the ornate woodwork of the case!



This view of the 27" Regina changer was taken with the top and bottom front panels removed. The disc changing device is very interesting to watch!

It is an outstanding music box - both tonally (it is one of the most brilliant 27" changers we've ever heard) and visually. The cabinet is of claret mahogany and is truly a piece of fine furniture.

The Style 34 is 5'6" high, 3'3" wide, and 2' deep. It stores twelve standard 27" steel discs and plays them singly or in sequence, as you desire. It is a home model (not coin operated) and turns on and off via a lever at the right side of the case. With it is a changer full of twelve discs. With the purchase of the instrument extra discs are available at nominal cost.

You'll find this instrument to be a lasting investment in musical pleasure. Just \$2795.00 (Stock No. REG-3145)

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Our large worldwide business is based upon high volume and fast turnover. Our unequalled volume permits us to operate at a lower overhead - and pass the savings on to you. It is no surprise that leading antique dealers in America and Europe rely upon Hathaway and Bowers, Inc. as a prime source of supply.

If you are a dealer, we welcome your inquiry and business. If you're a collector or a museum you'll find Hathaway and Bowers, Inc.'s low net prices are an even greater value. Ask the man who has done business with us.



REGINA CONCERTO ORCHESTRION  
With automatic changer...

By all measurements the Automatic Concerto is the most impressive instrument ever to bear the Regina label. First introduced in America in 1903 (a non-changer model purchased from Polyphon) the Concerto achieved rapid popularity. For the next several years the Concerto was sold to the extent of several dozen specimens. The first automatic changer model made its debut at the St. Louis fair in 1904. The specimen we offer left the Regina factory in Rahway a year later, in 1905.

In a contemporary advertisement Regina introduced the Automatic Concerto as follows:

"Here is the Latest Addition to the Regina Family - This new instrument is the Automatic Regina Concerto. It is quite a buster for so young a baby - weighs 950 pounds, is 45 inches wide, 27 inches deep, and stands 8 feet 2 inches high in its stocking feet. Like most youngsters it has a loud voice. It plays on piano strings, bells, cymbals, and drums, altogether or separately, as desired, and can be heard all over the largest concert hall, beer garden, hotel, cafe, clubroom, or dancing hall. Its mission is to furnish good music for large places, because it is loud and big, and yet, when so desired, its tones can be softened so that it is no louder than an ordinary piano.

"The Regina Concerto plays whenever a nickel is fed to it, and is guaranteed never to lose its appetite. Its tune discs are steel, of course, and are 32 inches in diameter, and the power is furnished by a quadruple spring motor, the most powerful we have ever built. It will play either one or two tunes for a single coin, and can also be adjusted to play the same tune twice, but the nicest thing about it is that it is automatic (like our Coronas), and requires practically no attention.

"The Regina Concerto has a repertoire of ten tunes, and these are automatically lifted into position, played, and returned to their place in the tune carriage, without any attention upon the part of the operator..."

So read the original Regina description of sixty five years ago. Since that time most Regina Concertos have gone into oblivion. To our knowledge fewer than a dozen survive in collections today.

# HERE IS THE LATEST ADDITION TO THE REGINA FAMILY

This new instrument is the **Automatic Regina Concerto**. It is quite a buster for so young a baby—weighs 950 lbs., is 45 inches wide, 27 inches deep, and stands 8 feet 2 inches high in its stocking feet. Like most youngsters it has a loud voice. It plays on piano strings, bells, cymbals, and drums, all together or separately, as desired, and can be heard all over the largest concert hall, beer garden, hotel, café, clubroom, or dancing hall. Its mission is to furnish good music for large places, because it is loud and big, and yet, when so desired, its tones can be softened so that it is no louder than an ordinary piano.

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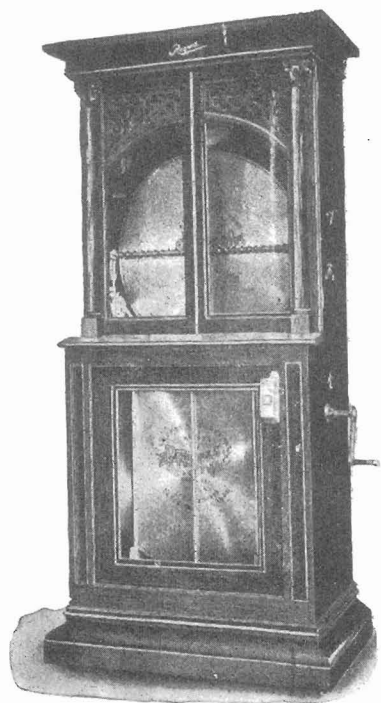
This is a brief description of the latest and best nickel-in-the-slot machine.

The Regina Concerto will attract customers to your place, and attract their nickels for music, to say nothing about their other patronage. There is no other instrument made as large as this, and which will do the same work. The woodwork is of oak, highly finished, and well designed.

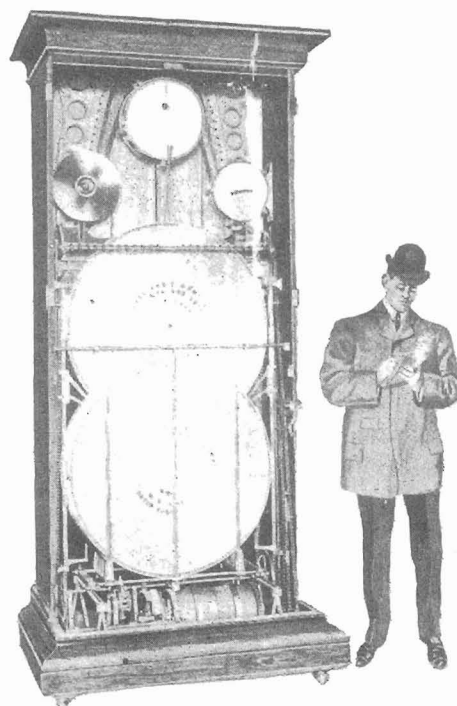
From inquiries already received we are almost sure to have orders within the next thirty days for all of these instruments that we can build during the next four months.

Judging from our experience with the Polyphone Concerto, which was not automatic, but which was the prototype of the new Regina Concerto, the demand for this instrument will be very great. Get your order in early. First come, first served.

**The Nimble Nickel Beats the Slow Dollar.**



The Regina Automatic Concerto. Closed.



The Regina Automatic Concerto. Open.

The above description is from a Regina advertisement of about 1905. The Concerto was the top disc-type instrument in the Regina line. Its introduction came at a time that disc instruments were on the wane, so not many were sold. The first Concerto with the changing mechanism was exhibited by Regina at the St. Louis World's Fair in 1904.

To be a bit more specific than the above description we give the specifications of the Concerto's instruments: There are eighty three piano hammers. Some of the strings are tuned to the same notes, so the musical scale is somewhat less than 83. (This tuning of more than one string to the same note was to permit rapid trills or repetition. When the same note is to be sounded twice in rapid succession it is hit by two different hammers on two different sets of strings. One

hammer could not strike and then fall back to its rest position in time to sound the note again quickly) There are ten tubular metal orchestra bells mounted in the upper left of the case. The drum and trap department consists of a small "bass" drum, a cymbal and a snare drum with six beaters. The cymbal has two beaters: one to strike at the same time as the bass drum and the other for independent striking.

The specimen we offer is in playing condition and has a



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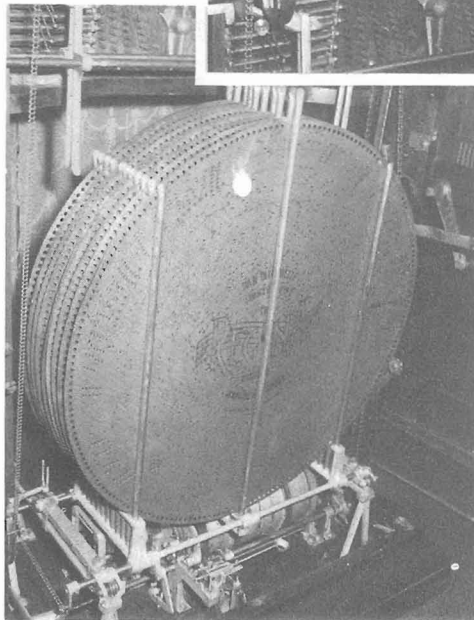
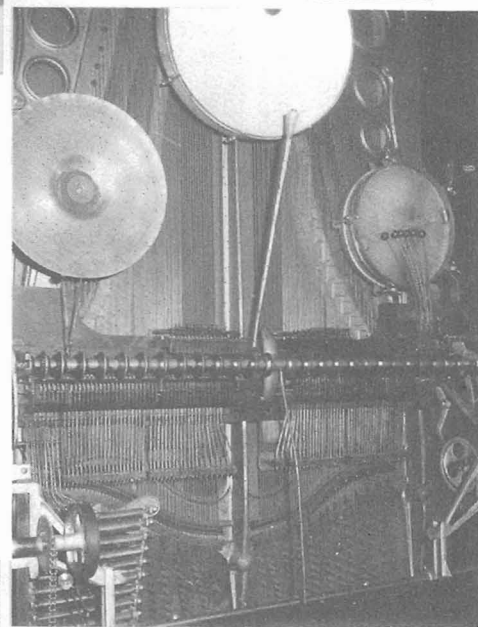
9 1/2" TABLE MODEL POLYPHON

This small Polyphon uses 9 1/2" discs. It is in a rectangular case. The underside of the lid is ornamented by a scene of cherubs at play.

The instrument plays nicely and has a fine tone. Winding the instrument is accomplished by moving a lever across the front of the box, from left to right. Attractive and musical! Just \$195.00. (Stock No. POL-2454)

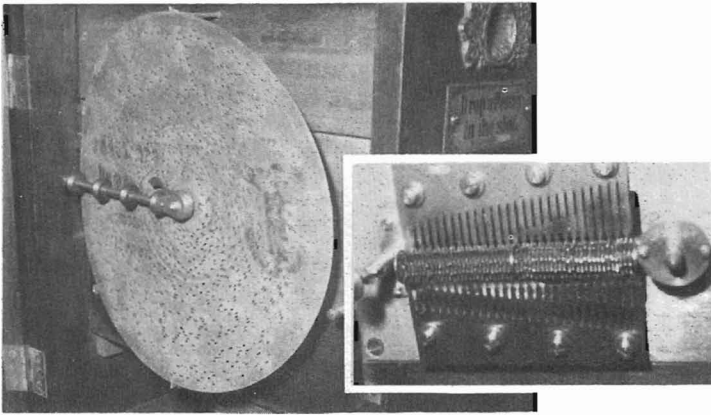


The ornate front of POL-2414 offered for sale on the next page.



pleasant mandolin-like tone. It will require some regulatory work, mostly of a minor nature, and a suggested (although not essential) refinishing of the case. This need, is of course, dependent upon the buyer's wishes. If desired we can perform these services for you at a reasonable cost.

The Concerto comes equipped with a changer full of discs. The Regina specialist will find this offering to be an important opportunity. Our price is just \$3995.00 (Stock No. REG-3141)

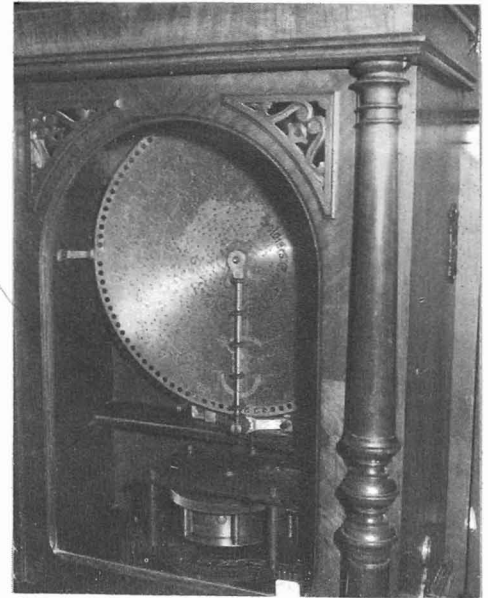
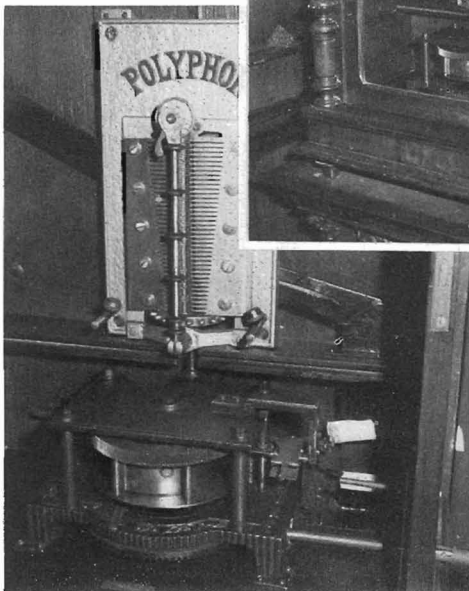


**UPRIGHT 11" DISC POLYPHON BOX**  
With double comb...

Upright 15½" Polyphon disc boxes are scarce; upright 11" boxes are indeed VERY scarce! Don't let this scare you, however. We're charging no more for this lovely upright box than we would for a comparably choice table model of the same double comb specification.

The instrument is coin operated. Measurements are 23" high, 20" wide, and 12" deep. The case is of attractive walnut. The instrument has a double music comb and uses standard 11" Polyphon or Regina discs. A half dozen discs go free with the box, and others are available cheaply with the purchase of the instrument.

The box plays well and has a nice tone. The price is but: \$395.00. (Stock No. POL-2414)



**CHOICE 15½" UPRIGHT POLYPHON DISC BOX**  
With double comb...

Upright 15½" Polyphons are moderately scarce as most of this disc size were made in the table model (horizontal disc) format. This is one of the upright variety.

Made around 1900 this Polyphon plays standard 15½ Polyphon or Regina discs on a double musical comb. The instrument is in an attractive walnut case and is coin operated. It plays well and has a very pleasant tone.

Measurements are 34" high, 24" wide, and 14" deep. The impressive size of the case and sounding board contributes, no doubt, to the rich tone of this instrument.

The original wooden coin drawer is missing from the instrument. You'll have to make one (or we'll do it for you at our cost). In addition, some refinishing and minor woodwork, while not a necessity, will enhance the appearance of the instrument.

If you are beginning a collection of disc boxes, we recommend this one to you. It is attractive, plays well, and uses the most popular size of disc that the world has ever known. With the instrument come six discs, and others are available inexpensively.

Just \$595.00 (Stock No. POL-2386)

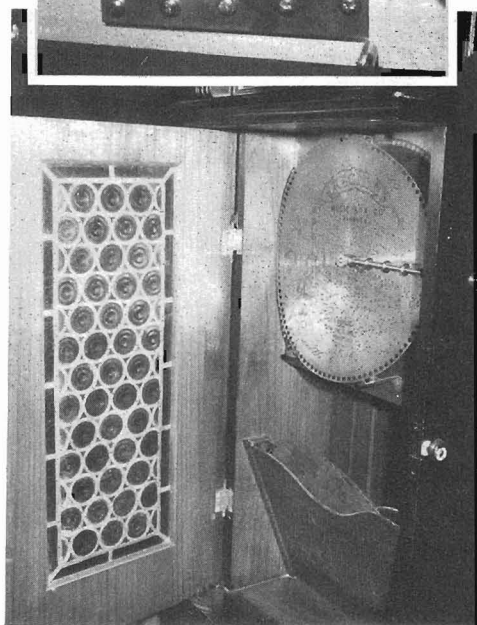
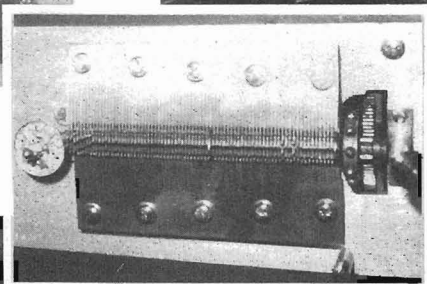
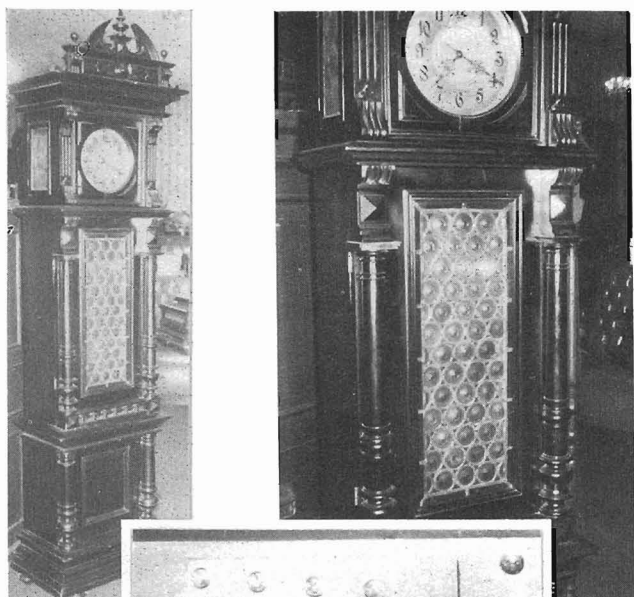
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Our shipping and packing department is ready to pack and send your order to anywhere in the world. If you are ordering from Europe, Australia, Asia or elsewhere you'll find that our Export Department will save you lots of money. We're just a short distance from the Port of Los Angeles — the gateway to all ports of the world.

If you're ordering from anywhere in the U.S.A. you'll find that our shipping department will do a good job for you at a low price. In fact, all we'll charge you is our actual cost. By careful packing, shipping and routing you'll find the instrument you've ordered at your home in good condition. Many collectors have found that the savings effected by ordering from Hathaway and Bowers, Inc. have more than paid all shipping costs. Skip the fuss! We'll take care of all details and bill you at our actual cost — and, you can't do better than that!

---Terry Hathaway  
---Q. David Bowers





**ATTRACTIVE POLYPHON GRANDFATHER'S CLOCK**  
With 15½" disc musical movement...

This beautiful Style 61 Polyphon grandfather's clock dates from the late 1890's. With its art glass door and ornate carvings and turnings the Style 61 is one of the prettiest musical grandfather's clocks ever made.

It is 7'3" high, 2'2" wide and 1'4" deep - a size that will make it fit in nicely in just about any surrounding.

The mechanical part of the clock is comprised of two distinct parts. The clock part is key wound and has a brass dial with Arabic numerals. The musical part is a double comb movement using regular 15½" Polyphon or Regina discs.

The music box may be played as desired by using the start-stop knob on the right side of the case or it may be set to operate automatically on the hour in conjunction with the clockwork mechanism.

The case is of a black finish over walnut wood. If we were personally moving it to our home we would refinish it to its natural state - not because the black finish is unattractive, for it isn't, but because the light golden walnut would be so beautiful! This would better set off the door of the main case which consists of a large art glass panel composed of circular yellow pieces of glass with red triangular interstices. The central panel is framed by a section of light blue glass, enhancing the beauty even further.

The musical mechanism of the clock works nicely but could use some cleaning and regulating to be perfect (we can do this for you at our cost).

With the instrument come a half dozen discs (which can be stored in the convenient bin just below the musical movement). Additional discs are available cheaply.

As a type grandfather's clocks with disc movements are fairly scarce. If you've been wanting both a grandfather's clock and a music box consider that this instrument offers you the best of both: a particularly ornate grandfather's clock combined with a high quality double comb musical movement using a very popular type of disc!

\$1995.00 (Stock No. POL-1579)



**ATTRACTIVE 19 5/8" POLYPHON**

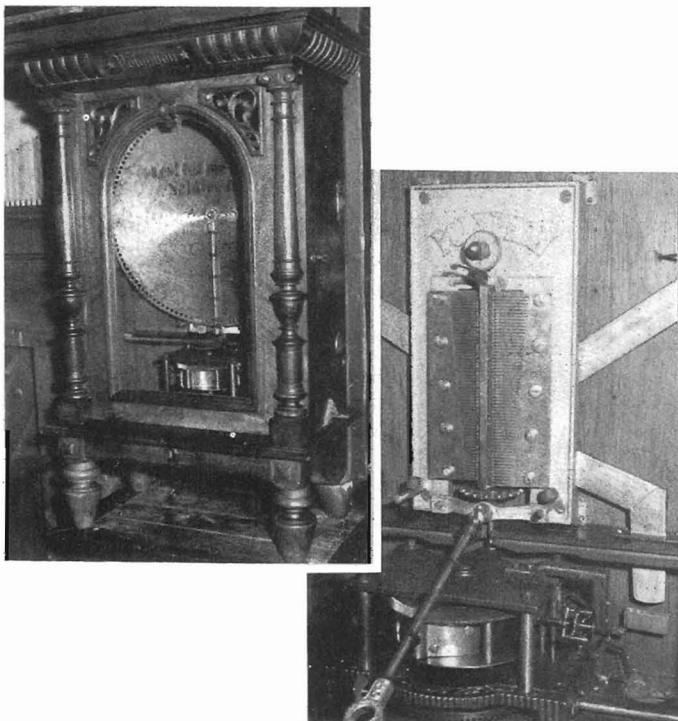
This is a very attractive and musical example of the popular 19 5/8" Polyphon music box - the second most popular disc size (following 15½"). This instrument has a large duplex musical comb and is coin operated. It can be set for one or two plays per coin.

The attractive walnut case measures 3' high, 27" wide, and 16" deep. With the instrument a half dozen discs are furnished free of charge. Additional discs are available from us at low cost with the purchase of the box.

This Polyphon is in beautiful condition, has a beautiful appearance, and has a beautiful tone. You'll enjoy it for many years!

\$695.00 (Stock No. POL-2385)





### BEAUTIFUL AND MUSICAL 19 5/8" POLYPHON

As the world's leading maker of disc music boxes Polyphon achieved widespread fame during the height of the disc music box era around the turn of the 20th century. At one time Polyphon employed 1,000 people!

Polyphon disc boxes were made in a variety of sizes with 11", 15½", 19 5/8" and 24 5/8" being the most popular. As a group Polyphons are characterized by having excellently crafted cabinets and mechanical works and a consequent fine tone. No disc music box collection would be complete without a representation of these famous instruments.

The one we offer here is a choice 19 5/8" box in a beautiful upright walnut case. The music is played on a large double music comb. One or two plays may be had per coin, as you desire (put the lever in your choice of either the 1X or 2X position).

Size-wise the instrument is large. It stands 40 inches tall, is 37" wide and measures 16" deep.

The instrument plays well and has a beautiful rich tone. It is a lovely example of the 19 5/8" style. Just \$749.00. (Stock No. POL-2472)



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#### TELEPHONE US!

If your schedule is too busy to permit letter writing, please feel free to telephone us anytime! We're available not only during regular business hours, but on weekends and after hours ('til 10 p.m. Pacific time — which equals 1 a.m. Eastern time!) too.

If you would like any information concerning any instrument, if you have some questions on your mind or if you just want to discuss automatic instruments in general, give us a call! The number is: (213) 941-8774. After-hours calls are handled by a special switchover line from the office to our homes.

---Terry Hathaway  
---Q. David Bowers



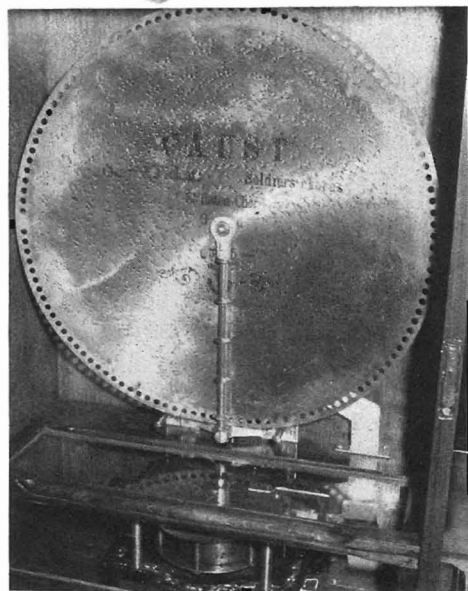
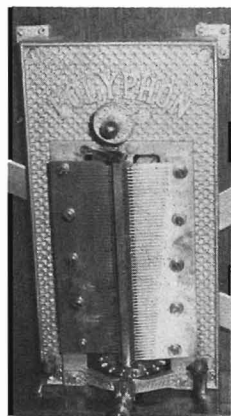
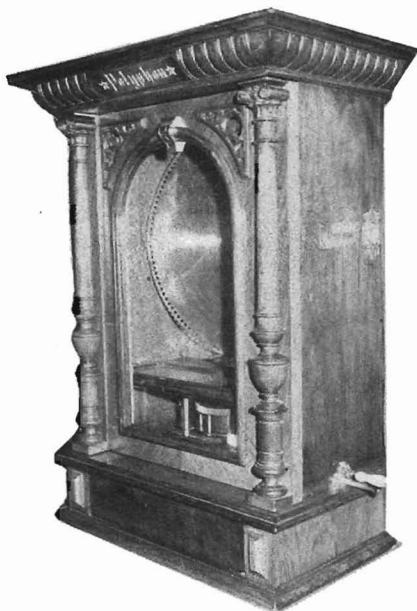
### 19 5/8" UPRIGHT POLYPHON DISC BOX

This example of the 19 5/8" Polyphon box plays well and has a particularly rich bass. Like its brothers, this Polyphon has the characteristic fine Polyphon tone.

The case measures 38" high, 27" wide and 16" deep. It will require some minor casework, including replacement of some minor trim. Otherwise the box is A-1.

It will be hard to beat this one for value! The price is just: \$669.00. (Stock No. POL-2407)





**BEAUTIFUL 19 5/8" UPRIGHT POLYPHON**

This upright Polyphon is attractive throughout. It has been cleaned, repainted and re gold striped. Two teeth have been expertly repaired in the music comb. In short, it is in choice condition.

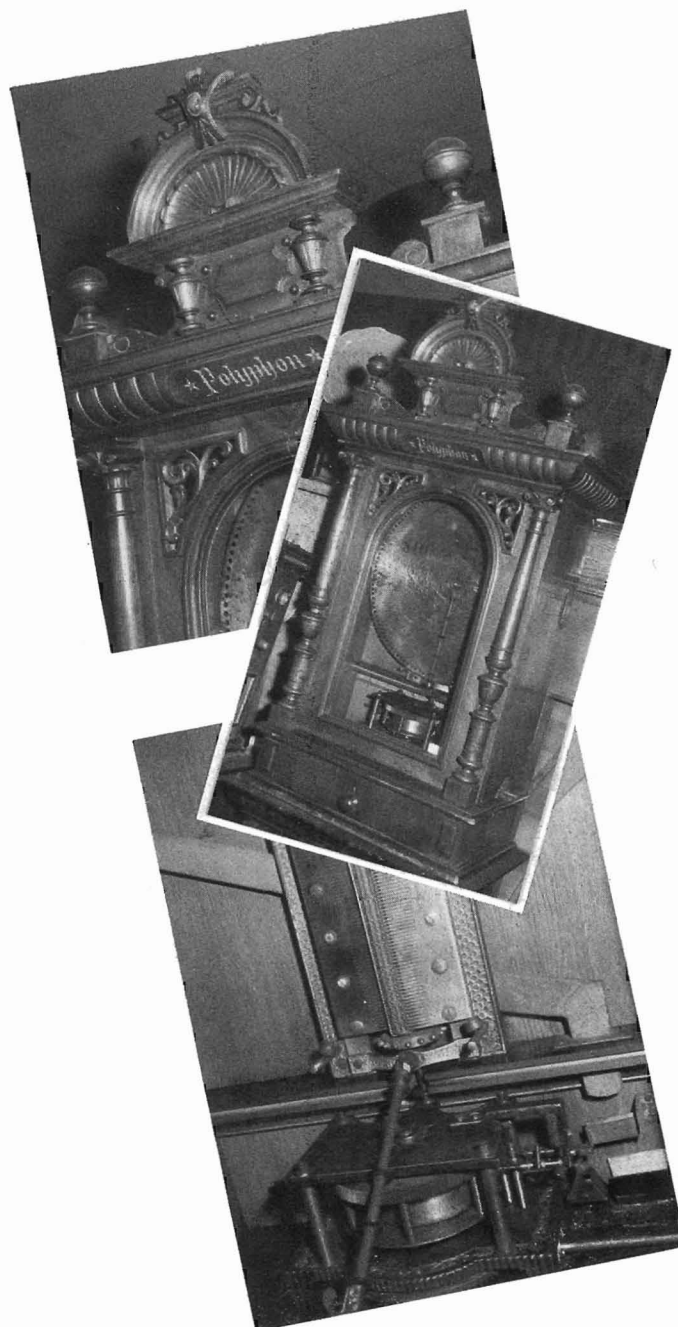
It uses the standard 19 5/8" Polyphon discs, a half dozen of which go with it. Extra discs are available at low cost. The box is coin operated and may be set for one or two plays, as desired, per coin. Measurements of the case are: 3' high, 2' wide, and 1'2" deep. It plays with a beautiful tone. It is an excellent specimen in all respects. Buy it today for just \$695.00. (Stock No. POL-3153)

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Success doesn't happen by accident. Our large volume of business (unequaled in the field) is based upon delivering quality instruments at low prices. You get accurate descriptions when you buy from Hathaway and Bowers, Inc. We're proud that our sales volume is built on repeat customers, not "one time" sales. Dealers, collectors and museums from all over the world have found that their dollars go much further at Hathaway and Bowers, Inc.

---Terry Hathaway

---Q. David Bowers



**ORNATE 19 5/8" DISC POLYPHON**

**In beautiful walnut case...**

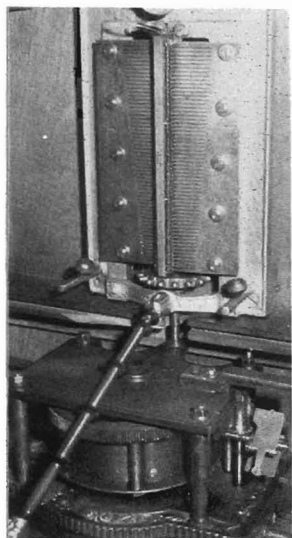
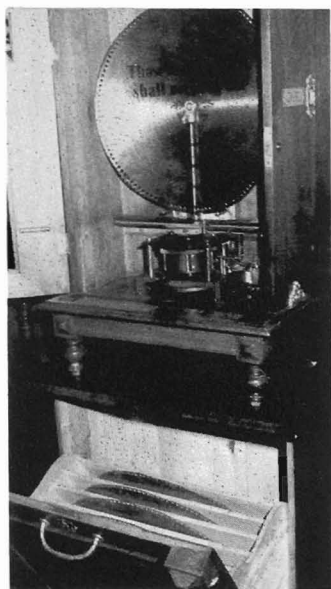
A very ornate example of the famous and popular 19 5/8" disc Polyphon. This one is in a slightly larger case than usual - with a large drawer in the bottom of the case.

Overall measurements are: 4'1" high, 2' wide and 1'2" deep. The music box has a fine tone which is provided by a large double musical comb. The instrument is coin operated via a coin slot on each side of the instrument.

An excellent and very musical Polyphon. We'll hazard a guess that Polyphons of this size, appearance and tonal quality will be bringing over \$1,000.00 each within a year or two. There simply aren't enough around to fill the demand as more and more people take up the fascinating hobby of pursuing and listening to antique automatic musical instruments!

\$795.00. (Stock No. POL-2406)

**PARTICULARLY NICE 19 5/8" POLYPHON**  
With matching walnut base...



The warm rich tones of the golden walnut cabinet combined with the ornate carvings and turnings of the case give this Polyphon a look of sheer magnificence!

The top part of the instrument consists of a 19 5/8" disc Polyphon movement with all of the features such as a large double musical comb, attachment for providing one or two plays per turn, etc. It has a nice tone and plays well. With it are a half dozen discs. Additional discs are available at low cost with the purchase of the instrument. As these discs are plentiful you'll enjoy building a library of your favorite tunes over a period of time!

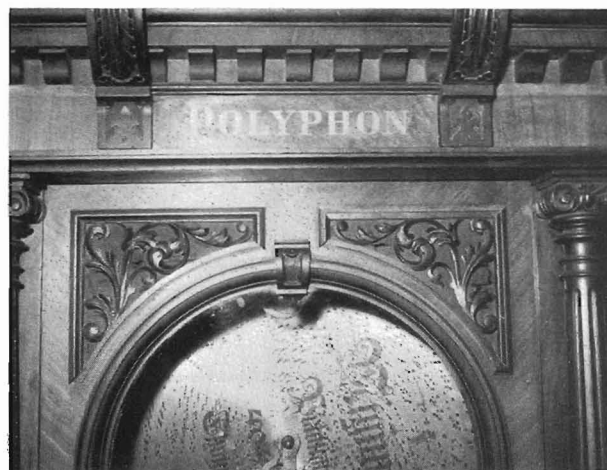
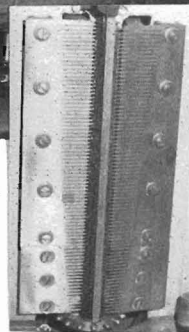
The base of the instrument contains a section bin which tilts outward. This provides storage space for your record library. (Incidentally, steel music discs were called "records" years ago - the term is not new or unique to phonograph discs)

Overall measurements of this impressive Polyphon are 7' high, 2'6" wide, and 1'5" deep. The top and bottom are two separate sections - providing easy moving.

A beautiful and classic music box in every respect!  
\$1595.00. (Stock No. POL-1908)



Views of the 24 1/2" upright Polyphon. John Clark, the late English connoisseur of music boxes, called this style "the finest tonal quality disc box ever made."



**BEAUTIFUL 24 1/2" DISC POLYPHON W/BASE**  
--The Largest Standard Polyphon Size--

This instrument is of the largest regular Polyphon disc size. It uses a 24 1/2" diameter disc and plays on a large double musical comb of 160 tuned teeth.

The case is of light golden walnut and is ornamented by an ample quotient of beautiful carvings and scrollwork, a few minor pieces of which are missing.

The overall measurements of the box are 6'5" high, 33" wide and 21" deep.

The "Polyphon" name is inlaid in brass across the top. Musically the instrument is superb and has a wonderful tone. With it are a half dozen discs, with additional discs available at low cost.

This instrument is separated from perfection only by refinishing and by a small amount of cabinet work. We offer the instrument in either one of two conditions: in its present unfinished condition but still playing nicely and of attractive appearance for \$1995.00; or, secondly, in



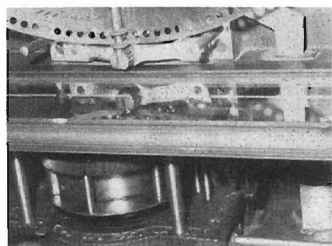
refinished condition with the small missing trim parts expertly replaced, for \$2495.00.

This Polyphon is a true classic. Its ornamented case of perfectly matched woods, its impressive height and its magnificent musical output combine to make this Polyphon a real showpiece. Important pieces such as this one are getting harder and harder to find as the small remaining supply becomes widely dispersed. Not only will this Polyphon be an investment in musical and visual pleasure, it should be a wise monetary investment, too.

\$1995.00 in its present condition, or \$2495.00 refinished. (Stock No. POL-2116)



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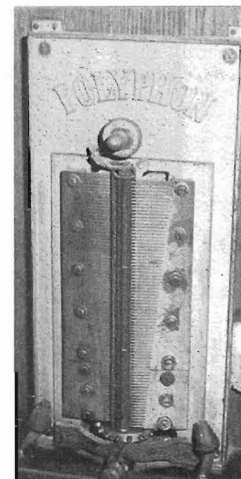
### MAGNIFICENT 24½" DISC POLYPHON

Attractive upright Polyphon box in walnut wood. The upper part contains the large musical movement and uses standard 24½" Polyphon discs. It has a large double musical comb. The box is coin operated and plays one tune upon receipt of a one cent piece - or it can be adapted easily for other coins.

This is a tall and impressive appearing instrument. It stands 92 inches high, 32 inches wide and 18½" deep. It is in excellent playing condition and has a magnificent tonal quality. With it is a supply of music discs. Other discs are available at low cost.

A beautiful instrument!

\$2295.00 (Stock No. POL-2110)



### IMPRESSIVE 24 5/8" UPRIGHT POLYPHON With matching bottom cabinet

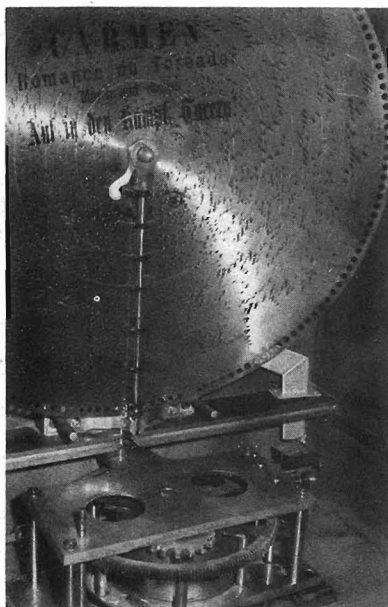
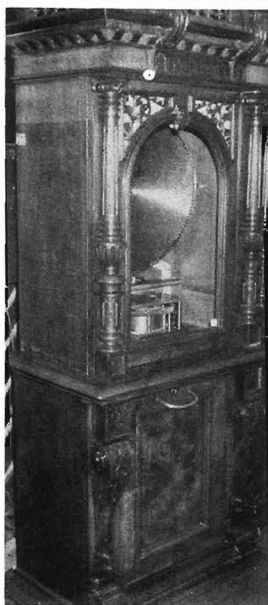
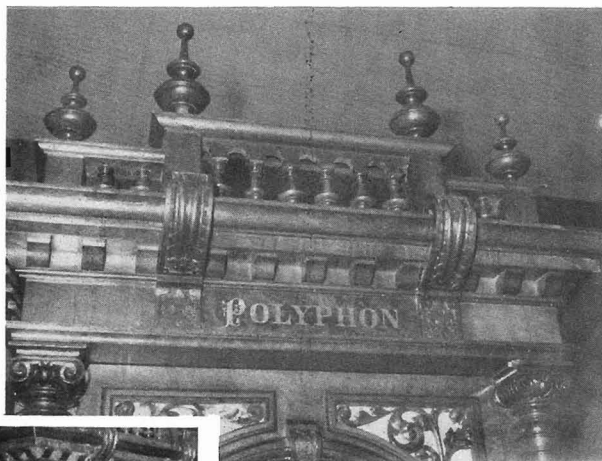
This beautiful upright Polyphon uses the standard 24 5/8" diameter Polyphon discs, a half dozen of which come with it. Extras are available at low cost. As any Polyphonophile knows, these discs have truly outstanding musical arrangements.

The cabinet is of light golden walnut. The design is of traditional Victorian elegance with a quota of architectural "gingerbread." If desired, an appropriate crest or gallery of the era (we have over 100 in stock - all taken years ago from instruments) can be affixed to the top at no extra charge.

Dimensions of the instrument are 6'4" high, 2'9" wide and 1'9" deep. The music is played by a large double music comb of extended tonal range. There are four separate sections to the combs altogether. A small lever at the base of the mainspring permits you to have the box play each disc through once or twice - your choice.

This box is beautiful to behold and hear. What more could be asked?

You'll find our price to be low. Just \$1995.00 (Stock No. POL-2418)



### MAGNIFICENT 24 5/8" UPRIGHT POLYPHON With matching base cabinet

For a truly magnificent classical upright disc box the 24 5/8" Polyphon is a prime candidate. As a group, upright boxes of this disc size are beautiful and possess outstanding tonality.

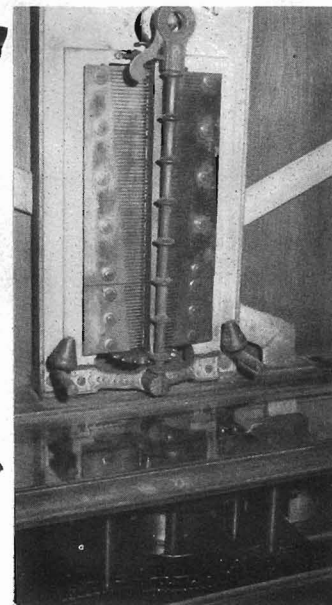
The specimen here offered is no exception. In its tall light walnut case it is an instrument of rare beauty. It uses the standard 24 5/8" (often approximated to 24 1/2" in music box descriptions) Polyphon discs, a half dozen of which go with it. Extra discs are available at low cost with purchase of the instrument.

The box has a large and powerful spring, permitting it to play for a long time. A small lever gives you your choice of one tune or two plays per coin, as desired.

A large double music comb (consisting of four sections) gives an exceptional tonal range and voice quality.

Dimensions are: 7'5" high, 2'10" wide, and 1'9" deep. The two parts, the top section which contains the musical mechanism and the bottom section which is comprised of the disc storage cabinet, come apart easily (one sits upon the other) for moving into your home.

A splendid instrument in all respects! \$2295.00 (Stock No. POL-2417)



### BEAUTIFUL 24 5/8" UPRIGHT POLYPHON The largest regular Polyphon size...

This large box is a choice example of the 24 5/8" Polyphon - the largest regular Polyphon disc size. The instrument has a rich tone provided by the large 4-part musical combs and the large size of the case (45" high, 32" wide, 17" deep).

The cabinet is of walnut and is very attractive. A beautiful example of a classic instrument! Offered with a half dozen discs. Extra discs are available at low cost.

A fine value at \$995.00. (Stock No. POL-2419)

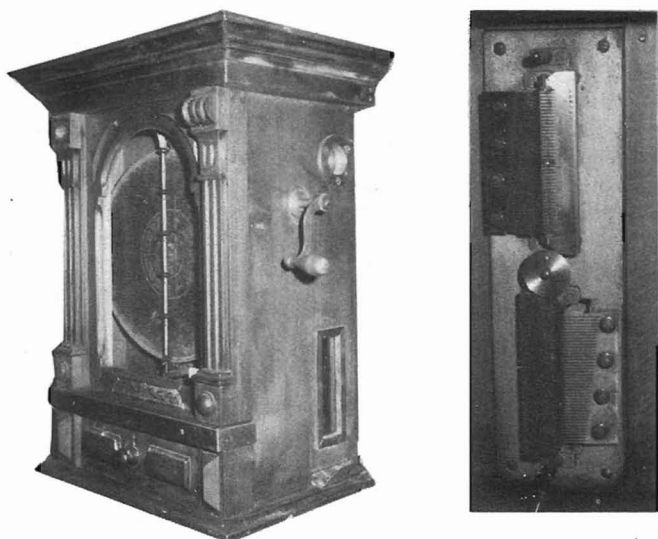
### BUYING YOUR FIRST INSTRUMENT???

Are you buying your first automatic musical instrument? Well, you've come to the right place. This catalogue gives you the opportunity to select from the world's largest inventory. We realize that it might be difficult to make a selection, especially considering the very large array of different instruments offered! If this is the case with you, take a few moments and ask us (by letter or telephone) to make recommendations for you. Give us a general idea of the type of instrument you are seeking, your budget for it and anything else that comes to mind. We'll do the rest - and give you our personal ideas. Of course, there's no obligation. Contact us today!

--Terry Hathaway

--Q. David Bowers



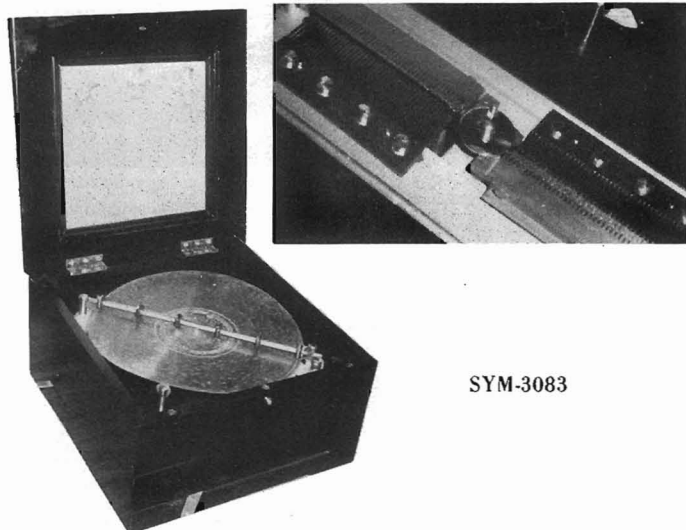


**SYMPHONION MUSICAL VENDOR**  
A cigarette with each tune!

This attractive small upright Symphonion not only plays a tune with the drop of a coin, it dispenses a cigarette as well!

It uses standard 11 7/8" Symphonion discs, a half dozen of which go free with it. Others are available cheaply. The music is played on a duplex comb in the diametrically opposed "sublime harmonie" arrangement. At the right rear of the box is the cigarette vending apparatus. The supply of cigarettes, one atop the other, is visible through a brass framed glass panel on the right side. When the coin is inserted the music plays and a cigarette is dropped into a brass chute.

Musical vending machines are quite uncommon. This is a choice one! It is in a walnut case (measurements: 24" high, 19", 12" deep) and is very attractive. Interesting! \$595.00 (Stock No. SYM-2471)

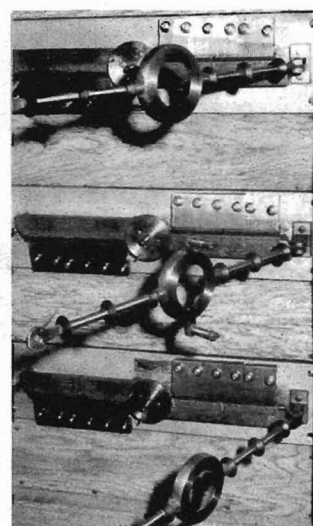
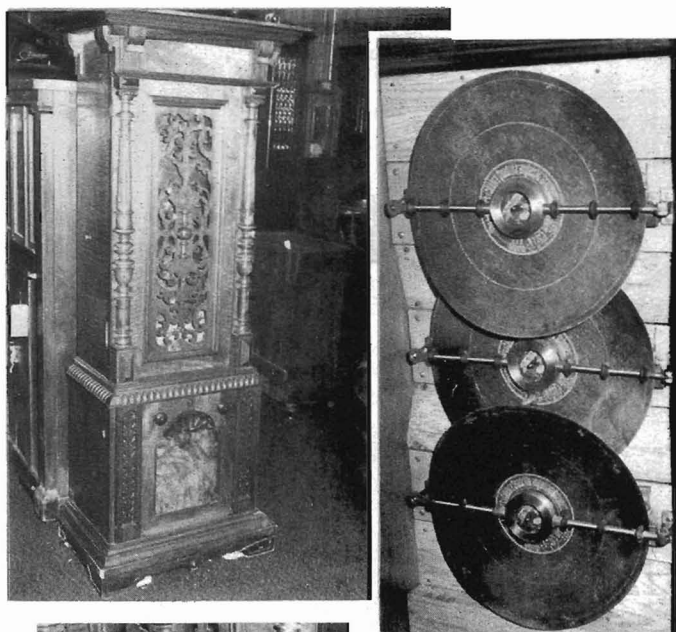


SYM-3083

**11 5/8" SYMPHONION MUSIC BOX**

This small and attractive Symphonion box has two diametrically opposed music combs (the "sublime harmonie" arrangement). It uses standard 11 5/8" Symphonion discs, a half dozen of which go with it.

The underside of the lid has a colored instruction sheet giving operating directions in English, French and German. The instrument plays nicely and is attractive in all respects. \$349.00 (Stock No. SYM-3083)



**BEAUTIFUL 3-DISC SYMPHONION MUSIC BOX**  
In lovely walnut case...

The "Eroica" model Symphonion, familiarly known as the "3 Disc Symphonion" by collectors, is one of the most desired types of disc music boxes.

It has six musical combs of the diametrically opposed "sublime harmonie" type. It uses three discs, marked "A", "B" and "C", which are all played on the instrument simultaneously. The discs come in sets. With this instrument there are eight sets of three discs per set; a total of 24 discs.

The instrument is basically in fine condition. One of the two spring barrels requires attention and the case would be better with refinishing and replacement of some trim parts (we can do all of this for you at our cost).

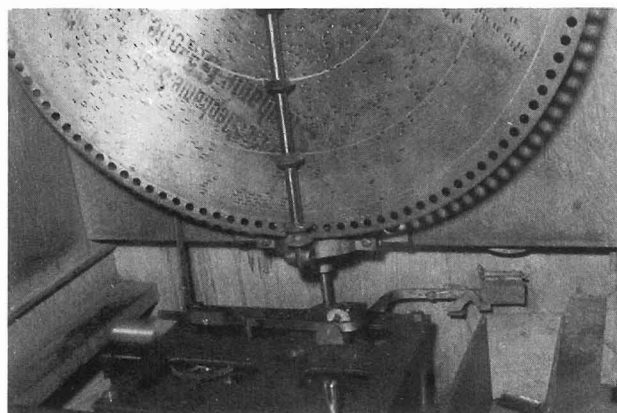
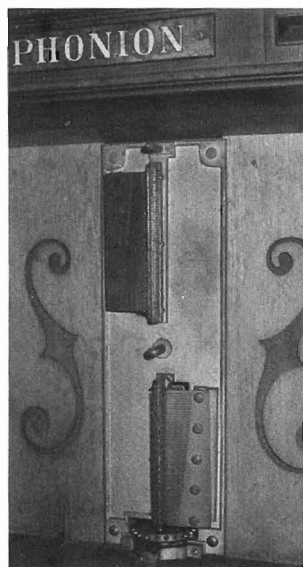
The case is of warm golden richly figured walnut and is beautiful to behold. The discs are partially visible as they play via an open walnut latticework on the front.

For the specialist, this is an important opportunity!

Dimensions are: 6' high, 2'3" wide and 1'6" deep. It will be an impressive part of any fine furniture setting.

\$2495.00 (Stock No. SYM-3136)





### ATTRACTIVE 19 1/8" DISC SYMPHONION With interesting acoustic features...

A lovely music box is this 19 1/8" disc Symphonion instrument. Dating from the late 1890's it uses standard 19 1/8" Symphonion discs, a half dozen of which go with it. Extras are available cheaply with your purchase of this instrument.

This Symphonion is an ornate one and is a perfect representative specimen of late Victorian "gingerbread" architecture at its best. As such, it will attract all who see it.

Musically, the Symphonion has some interesting features. The combs are in the diametrically opposed sublime harmonic arrangement used nearly universally with the smaller Symphonions (but not with the larger ones). The case is built with two sound chambers. One is in the top of the instrument. This is not particularly unusual. In fact, nearly all large Polyphons also have this feature. This Symphonion has an additional chamber as well - an unusual chamber behind the music combs. Acoustic openings to the front are provided by two "f" holes, an idea borrowed from the violin. These are readily discernible in our illustration.

Measurements of the instrument are: 4' high, 2' wide, and 1'3" deep. This attractive Symphonion with its mellow musical tone will fit equally well in a roomful of antique automatic instruments or by itself as a showpiece.

\$995.00 (Stock No. SYM-2428)

### SUPERB 25 1/4" SYMPHONION W/MATCHING CABINET --Imposing, impressive and musical!--

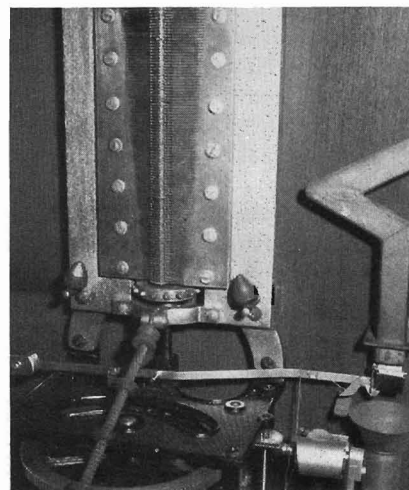
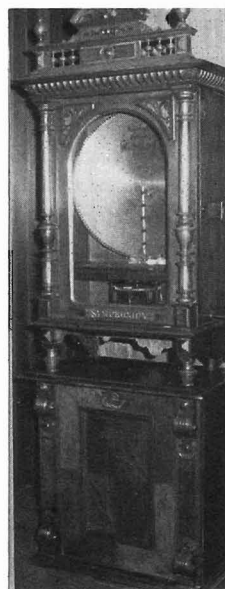
Even if this Symphonion did not play a single note it still would be one of the most impressive pieces of ornate Victorian memorabilia imaginable! From the very bottom of the instrument to the top of the decorative gallery the Symphonion measures close to eight feet! This will give it a very imposing appearance in any room with a standard 8' ceiling height.

The top part of the instrument contains the musical mechanism; the bottom, a cabinet for the storage of extra music discs. A brass handle at the top of the disc bin permits you to pull the compartment forward for convenient selection of tunes. Up to 75 or 100 discs could be accommodated in this compartment.

The case is of fine walnut. The finish is a warm brown color. The surface has been refinished beautifully - so there's nothing at all you'll have to do with it except enjoy the music!

The Symphonion has a remarkably large musical comb with 192 playing teeth; a feature which gives it an extraordinary musical range. The brilliant and cheerful tone of this Symphonion will delight all who hear it.

With the instrument will be given a half dozen 25 1/4" discs; the largest diameter standard disc issued by this famous firm. Additional discs are available.



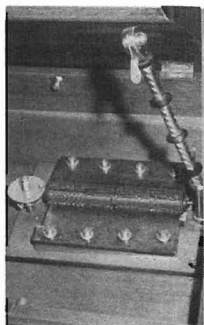
Views of the tall Symphonion music box. It represents Victorian elegance at its utmost!



If you want one of the most beautiful music boxes money will buy, then consider this one. It disassembles into

two parts for easy moving. Minutes after it arrives at your home it will be ready to perform for you. As is the case with other instruments we offer, color photographs of this Symphonion are available to you without cost or obligation.

A marvelous music box — one we can give our highest recommendation. \$2795.00. (Stock No. SYM-2326)



CRI-3048



11 3/4" CRITERION DISC BOX

Small Criterion music box which uses 11 3/4" discs (approximate measurement); a half dozen of which are furnished free with it.

This instrument is a double comb model: a rather unusual situation as in the field of disc music boxes most instruments with small and medium size discs (less than 15" diameter) are of the single comb specification.

The case of this box is of light mahogany with an attractive hand rubbed finish. The underside of the lid is adorned with an allegory of cherubs at play with musical instruments (french horn, trumpet, violin, and snare drum). The picture, which is under glass, shows some staining.

The box plays with a cheerful tone. One tooth is missing in the front comb. As the absent tooth is at the extreme edge of the comb only close inspection will reveal the deficiency.

An excellent value at \$295.00. A similar box, but with the case in lesser condition, recently brought \$350.00.

Net \$295.00. (Stock No. CRI-3048)

#### IT'S EASY TO "SHOP" AT H&B!

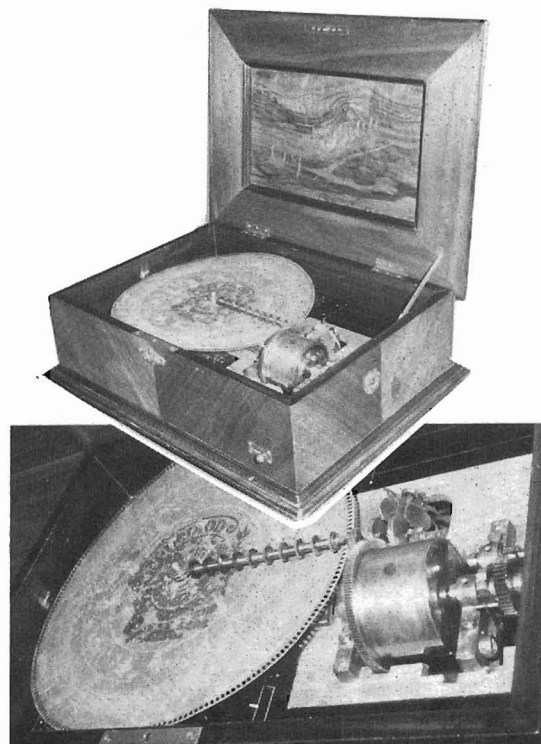
Via the pages of this catalogue you can "shop" throughout our 10,000 sq.ft. office building. You get first chance at the best values offered in the field today - choice instruments accurately described and offered at wholesale prices (last year over half our business was to commercial accounts). Do business where business is being done. Do business with Hathaway and Bowers, Inc!

---Terry Hathaway

---Q. David Bowers

#### SEE OUR BOOKS AND RECORDS SECTION...

For an interesting selection of reference books and high fidelity records in the field of automatic musical instruments be sure to see our large books and records section in this issue! All books and records are shipped to you postpaid.



BEAUTIFUL ORPHENION DISC BOX

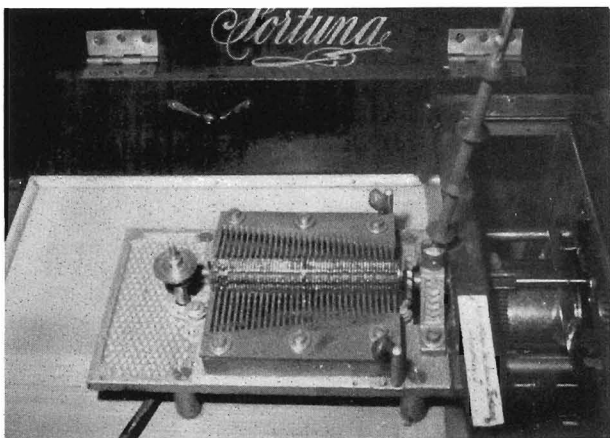
In its richly patterned matched veneer walnut case this Orphenion disc box would be a beautiful antique, even if it didn't play a note of music! It does, however, play music - and plays it with a beautiful tone quality via a duplex music comb. The large spring barrel housing is mounted horizontally and is in view - in the manner of a cylinder box.

Measurements are 24" high, 23" wide and 17" deep. In his book, "Collecting Music Boxes and How to Repair Them," Arthur Ord-Hume observes: "The Orphenion, made only in limited numbers, has a characteristic tone which is very mellow and, certainly on the 11 inch mode,, surprisingly deep."

This Orphenion is a very beautiful and very desirable box in all respects. It is offered, together with a supply of discs, for just \$495.00 (Stock No. ORP-2433)



Interior view of the Fortuna disc box offered for sale on the following page. The Fortuna box is very finely built of quality components. It would make a nice addition to any advanced collection of disc-type music boxes.



Two views of the Fortuna box. From a theoretical acoustic viewpoint the Fortuna is very well designed. Its short bedplate is fastened directly to a large spruce sounding board - a feature which gives it remarkable resonance.



#### BEAUTIFUL FORTUNA DISC BOX

From the viewpoint of tone and original workmanship, this is an elite instrument. It is beautifully crafted throughout from the outside of its fluted mahogany case to the resonant spruce sounding board upon which the short bedplate is mounted.

The instrument is of the double comb type and uses an 11" disc. Overall measurements are 21" high (with the lid open), 20" wide, and 15" deep.

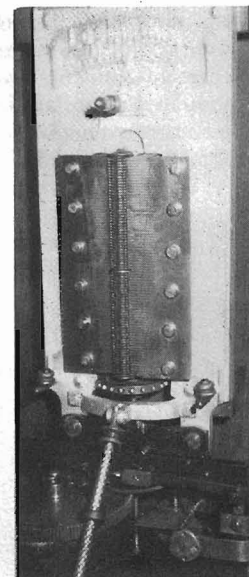
The underside of the lid sports a colorful scene of a lakeside village. The mahogany case is well preserved and attractive. The music box is excellent tonally and plays well. There's trouble in paradise, however: we just have one disc for it! Our deficiency is your gain - the price is just \$395.00 (Stock No. FOR-3132)

#### LOCHMANN ORIGINAL MUSIC BOX

Of exceptional tonal quality...

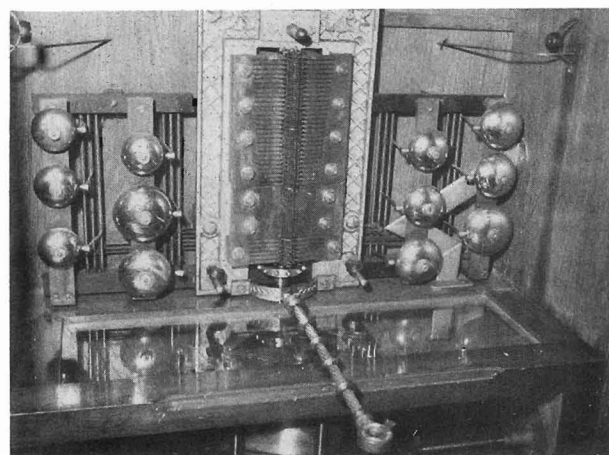
This beautiful Lochmann Original disc box dates from the early 1890's. As a type, Lochmann Original boxes are scarce. This is the first we have offered in these catalogues.

The instrument uses a 21 5/8" disc which is reinforced by a folded over rim (a sensible idea). Other innovations of the instrument include a common winding rod which can be wound from either the right side or the left side, as desired, and a beautifully constructed sound transmission by means of which the resonance from the music comb is transmitted to the large spruce sounding board via a wooden bridge.

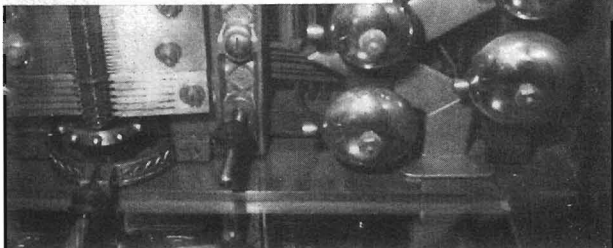


The instrument is 3'6" high, 2'5" wide and 1'2" deep. The front is gaily decorated with gold leaf lettering and curlicues. The cabinet, although perfectly presentable, would be better if refinished.

The tone of the instrument is simply outstanding! With the box is a supply of discs. Beginner or advanced collector, you'll find this Lochmann Original to be an outstanding musical value! Just \$895.00 (Stock No. LOC-2387)







**LARGE KALLIOPE BOX WITH BELLS**

Kalliope boxes are well built, possess an exceptional tonal quality, and are favorites with music box specialists. At one time the Kalliope firm must have been very large (their advertisements circa 1900 showed a very large multi-storied factory — although, perhaps typically, Kalliope may have occupied just a small part of the building!). One thing is certain: these instruments are quite scarce today. This is a shame.

The Kalliope box offered here is a particularly fine one. It measures 3'3" high, 2'5" wide, and 1'4" deep. It uses 20½" diameter discs, four of which are with it. The instrument is equipped with six combs: four musical combs (two treble combs and two bass combs) and two combs to operate the twelve melodious bells.

The Kalliope has a lovely tone which is enhanced and reinforced by the twelve bells. You can own this magnificent instrument for just \$1295.00 (Stock No. KAL-3054)

#### FAMOUS NAMES...

Polyphon, Regina, Symphonion, Kalliope, Adler, Fortuna, Sirion, Orphenion, Celesta, Olympia, Capital, New Century, Britannia, Victoria, BHA, Komet, Saxonia, Gloria, Criterion, Mira, Stella, Empress, Monopol, etc. You'll find the famous names from the height of the disc music box period (1880-1910) represented from time to time in our catalogues. You'll find Mermod, Paillard, Rivenc, Baker Troll, Allard, Nicole and the other famous cylinder box makers well represented too!

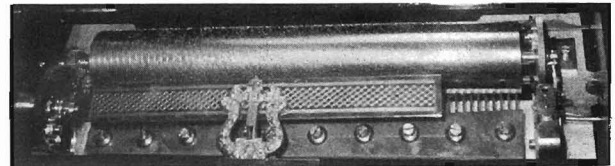
#### MUSIC BOX REBUILDING AND REPAIRING...

We can repair (or recommend an expert repairer) any instrument offered for sale in this listing. We'll gladly quote an estimate on any instrument of interest. Likewise, we can refinish a box to your order — high gloss, satin finish or whatever. Another service from H&B!

---Terry Hathaway  
---Q. David Bowers



**CYL-3020**



**12-TUNE SWISS CYLINDER BOX**  
With zither attachment

This attractive Swiss cylinder box dates from the 1880's. It has a 13" wide cylinder and plays twelve varied tunes: waltzes, marches and airs of a popular nature. Adding variety to the music is a mandolin or zither attachment. The cylinder has been completely repinned and the box has been refinished and renewed inside and out.

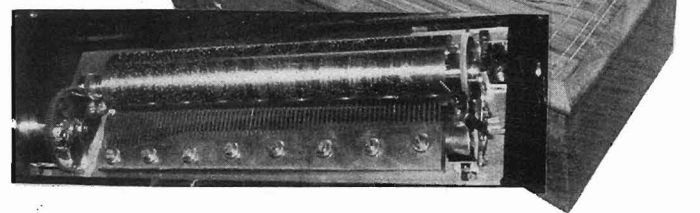
Outside measurements are 25" wide, 9" deep and 14" high (lid open). Attractive, musical and desirable! \$450.00 (Stock No. CYL-3020)



**HATHAWAY AND BOWERS, INC.**

11975 E. FLORENCE AVE.  
SANTA FE SPRINGS, CALIF. 90670

**CYL-3019**



**MERMOD FRERES CYLINDER BOX**

Attractive medium size cylinder box by Mermod Freres of St. Croix, Switzerland - late 19th century. Uses a 10¾" wide cylinder. In a case measuring 20" wide, 8" deep and 13" high (lid open).

The case of this instrument has a light golden finish which heightens its beauty. The program of six tunes is outlined on the card on the underside of the lid. The tunes can be played in rotation, or a single tune can be repeated (this is the case with all of these Swiss cylinder boxes - except the very small ones).

A nice conversation piece for a living room coffee table. It will delight your guests. Attractive in all respects!

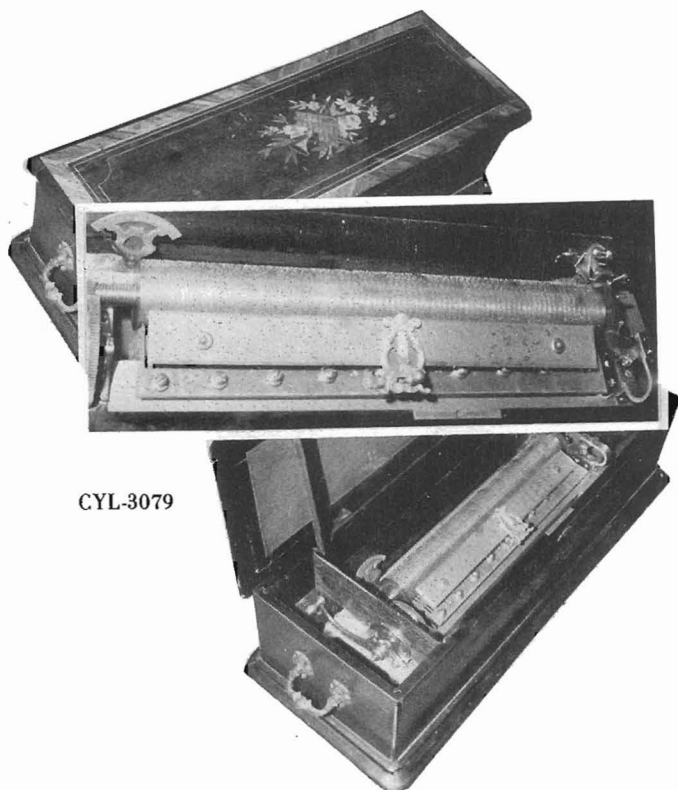
\$450.00 (Stock No. CYL-3019)



#### ATTRACTIVE 10-TUNE CYLINDER BOX

This Swiss cylinder box plays ten tunes on a 13" long cylinder. It is housed in an attractive case with a floral motif inlay on the lid. Dimensions are: 13" high (lid open), 23" wide, 8" deep.

The instrument plays fine, but could use redampering. It is visually quite attractive, and nothing will have to be done to the case. Just \$299.00 (Stock No. CYL-2464)



CYL-3079

#### MERMOD FRERES MANDOLIN MUSIC BOX

This mandolin box (so-called from the mandolinlike tone of the box - an effect obtained by tuning several teeth

to the same pitch so that they can be played rapidly in succession - giving a mandolinlike ringing tone. This is not to be confused with the "mandolin," "harp" or "zither" attachment found on many boxes. This attachment, consisting of a tube of crisp paper applied to the music comb, just imparts a different sound to the music; the repetition rate of the notes and the musical arrangement are unchanged) was made in the late 19th century by Mermod Freres of St. Croix, Switzerland.

It is a rather large one and uses a 16" long cylinder. Overall dimensions are: 32" wide, 12" deep and 18" high (lid open). The top is inlaid with a pipes of Pan motif. The front of the box has a multicolored wood inlay featuring Orpheus - the well known Mermod trademark (although Orpheus usually takes the form of a metal escutcheon; the inlaid trademark is unusual).

The instrument plays twelve tunes. A tune indicator shows the melody in play. The box has a beautiful clear "ringing" tone which is at once listenable and enjoyable. The box does need some work: the replacement of a terminal tooth (extreme right edge of comb) and some redampering.

This box will be a lot of fun to own. True mandolin boxes such as this one are a scarce breed. Tonally, this is a nice one now, and it bids fair to be an outstanding one once the additional work is done.

\$595.00 (Stock No. CYL-3079)

#### INTERCHANGEABLE CYLINDER PAILLARD BOX

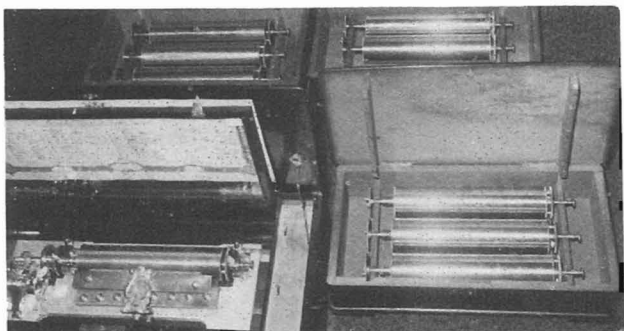
A lovely box of excellent quality...

This choice box was manufactured circa 1880 - 1890 by Paillard of St. Croix, Switzerland. The initials trademark P.V.F. is prominently engraved on the zither attachment.

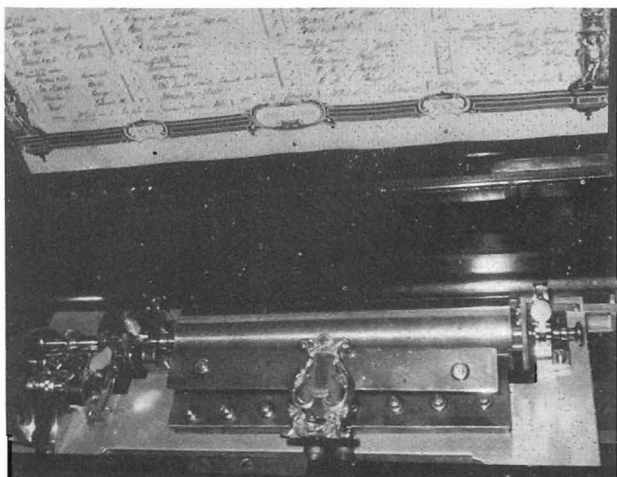
The instrument is in an attractive black case which serves to highlight the brightly polished brass cylinder and drive mechanism. It measures 28" wide, 11" deep and 18" high (with the lid in the open position).



From a music box craftsman's viewpoint this instrument is a work of art. Such features as the control panel (on-off and the repeat and change mode levers) have the instructions engraved in flourishing script. The workmanship is excellent throughout. The tone of the box is soft and subdued, yet very pleasant, and is reminiscent of the fine tooth boxes of a few decades earlier.



The Paillard box is accompanied by three matching boxes, each of which holds three cylinders — making a total of nine cylinders in all.



View of the inside of the lovely Paillard music box. The program is outlined on the tune sheet on the underside of the lid.

There are nine interchangeable cylinders with the instrument. Each cylinder is 11" long and contains four airs. To store the cylinders there are three attractive wooden cases, each with provision for holding three cylinders. The variety of tunes is varied and ranges from classical through operatic to popular. Interestingly enough, most of the popular tunes are of melodies still familiar to us today. "Silver Threads Among the Gold," "The Last Rose of Summer," and "The Mockingbird" are examples.

We recommend this box as an attractive addition to your living room. The tonal quality is such that it will be a pleasant background to any occasion. There are enough different melodies that you'll never tire of listening to it.

The instrument works well and will be a pleasure to own. Complete including the main music box, nine cylinders and the three cylinder cases.

\$1495.00 (Stock No. CYL-3017)

#### THE MUSICAL BOX SOCIETY

The Musical Box Society International is a non-profit organization devoted to the history and enjoyment of automatic instruments of all kinds. The initiation fee is \$5 and dues are \$7 per year. For your money you get six issues of the MBS "Bulletin" ...a chatty magazine full of all sorts of information. You also get the prestige of belonging to the world's leading organization in this field. Terry Hathaway and David Bowers, both members of the Society, will gladly sponsor your membership. (There's no profit in it for us; we're glad to do our part to help) If you would like to receive free information about the Society plus a free copy of the latest "Bulletin" write today to the secretary: Mrs. Marguerite Fabel; 1765 E. Sudan Circle; Greenville, Mississippi. Tell Mrs. Fabel that we suggested that you write!



CYL-3021

#### 8-TUNE SWISS BOX Repinned cylinder

This attractive 8-tune Swiss cylinder box has been beautifully reconditioned, including complete repinning of the cylinder. It is bright appearing and has a pleasant tone.

The tunes are operatic selections and are played on a 13" cylinder. The box itself measures 22" wide, 8" deep and 13" high (with the lid open). The lid is decorated with a geometric inlay. On the front an inlay of musical instruments appears.

An attractive and choice Swiss 19th century music box that will be at home in any collection.

\$450.00 (Stock No. CYL-3021)



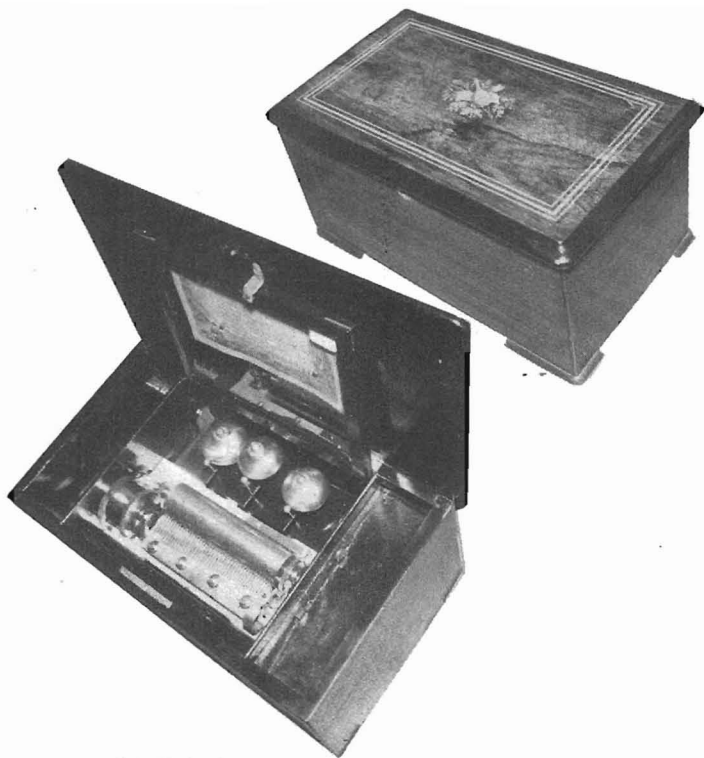
#### EARLY KEY WIND NICOLE FRERES BOX

Apart from some recommended (and easy) cleaning of the cylinder and comb this is a very nice example of an early key-wind Nicole Freres music box. Bearing serial No. 28,959 it was made around 1846.

The instrument plays eight tunes from a 13" long cylinder. The tone is bright and the box plays well. The original program card is affixed to the underside of the lid.

Case measurements are: 20" wide, 11" high (lid open), and 6" deep. The advanced music box collector will recognize this as an excellent value at just \$495.00 (Stock No. CYL-3114)

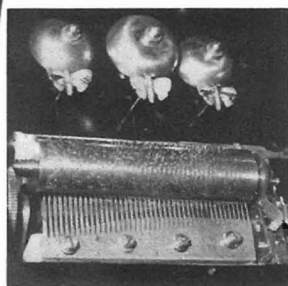
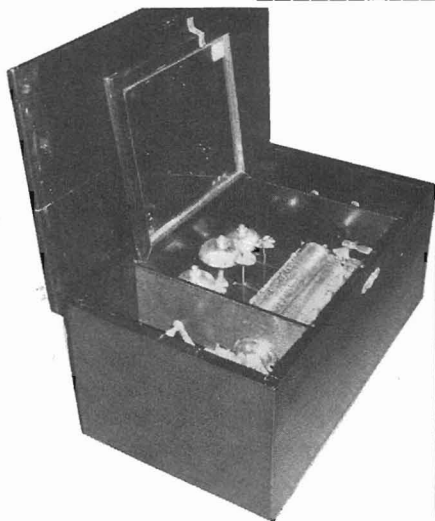




#### 8-TUNE CYLINDER BOX WITH BELLS

Small Swiss cylinder box with three bells. Overall case measurements are: 17" high (lid open), 17" wide, and 10" deep. The box has a black finish.

The cylinder plays eight popular tunes. The box has a stiff governor. Otherwise the mechanisms are fine. Cheap at just \$249.00. A good buy for the music box repairer, as there is a good margin for profit. \$249.00 (Stock No. CYL-2405)



#### CYLINDER MUSIC BOX WITH 3 BELLS Plays 8 tunes...

Swiss cylinder music box of the late 19th century. The music is played on a music comb and three metal bells. Each bell has an ornate striker in the form of a butterfly.

Dimensions are: 18" high, 1'6" wide and 11" deep.

The music box plays but needs redampering and some work on the gear train. To compensate for this we offer it for \$150 or more less than comparable boxes usually bring. Just \$299.00 (Stock No. CYL-2404)



#### SWISS CYLINDER BOX WITH BELLS Plays eight tunes...

Small eight-tune Swiss cylinder box dating from the turn of the 20th century. The instrument plays eight tunes on a music comb and three bells. The mechanism works fine and the box plays well, although redampering would improve the tone quality (we can have this done for you at low cost, if you desire). Case measurements are: 18" high, 19" wide, 10" deep. (measured with the lid open)

Priced low at \$399.00 (Stock No. CYL-3115)



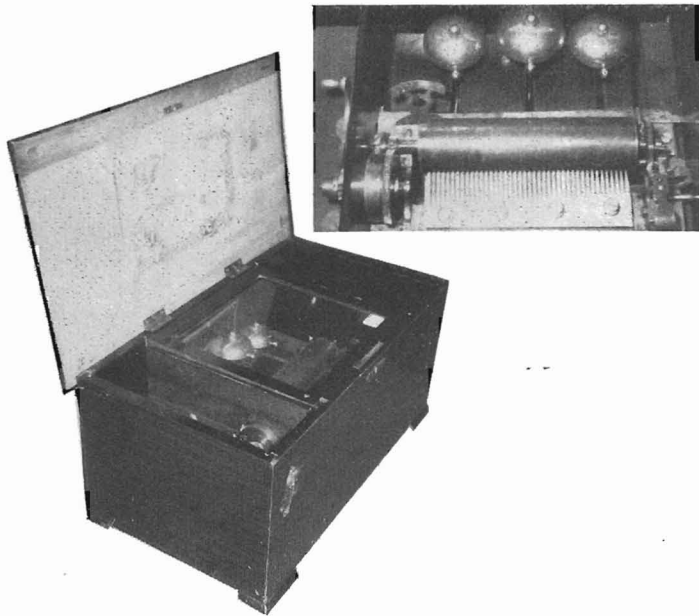
#### A SMALL AND ATTRACTIVE BELL BOX

This small music box dates from the 1890's. It plays eight cheerful tunes on a 6" cylinder using three bells in addition to the musical comb.

The case of the instrument has an attractively inlaid lid and has been refinished to choice condition. Overall dimensions are 19" wide, 18" high and 10" deep.

The tunes are listed on the multicolored tune card on the underside of the lid. A tune indicator with an arrow pointer shows which tune is playing at a given moment.

A nice box for display or for resale. Priced right at \$449.00. (Stock No. CYL-2325)

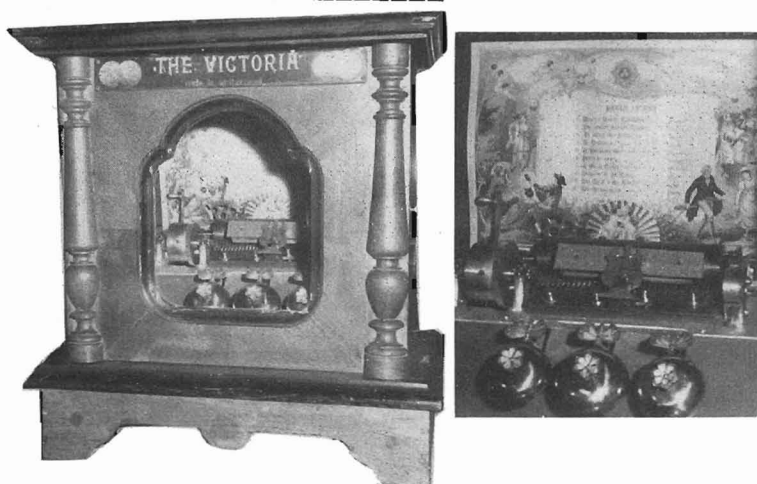


**CYLINDER MUSIC BOX WITH 3 BELLS**  
Plays 16 tunes!

Swiss cylinder music box circa 1890-1900. Uses a pinned cylinder which plays a steel music comb plus three metal bells. Dimensions of the box are 1'6" high, 1'8" wide and 11" deep.

This box plays sixteen tunes! (The tune playing is shown by a mechanical tune indicator). This is accomplished by shortening the tunes so that each lasts a half revolution of the cylinder, rather than a full revolution.

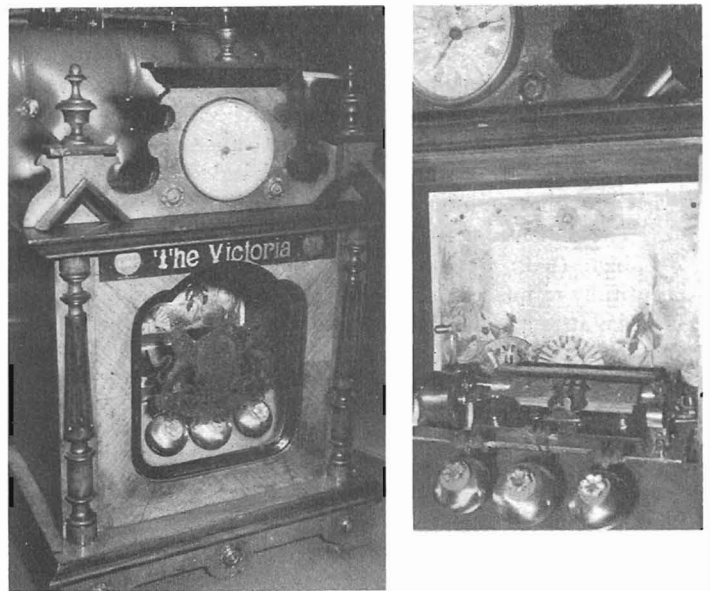
The instrument plays but needs regulation and attention to the gear train. Priced low at just \$289.00 (Stock No. CYL-3118)



**VICTORIA CYLINDER BOX WITH BELLS**

"Victoria" upright cylinder music box of ten tune repertoire. "Bells in Vue" type with colorful printed tune card listing ten popular selections. Manufactured by B.H.A. of St. Croix, Switzerland, around 1900.

Measurements of the box are 18" high, 17" wide and 12" deep. It plays fine, although the tone is nothing to write a testimonial about. Doubtless, some damper work and regulation will improve it. We'll leave that to the next owner - who can have it for just \$449.00. (Stock No. CYL-3116)



**VICTORIA CYLINDER BOX WITH BELLS**  
With clock on top...

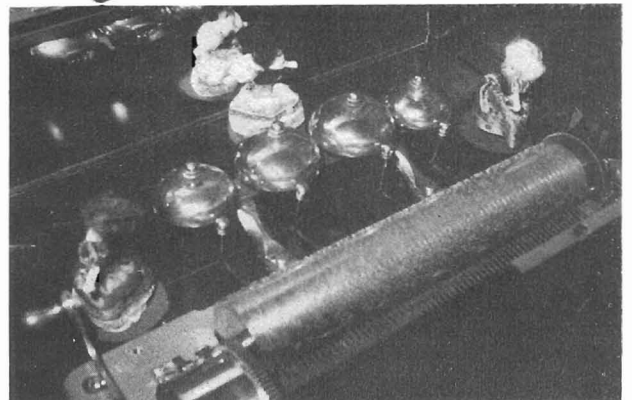
This Swiss cylinder box was made by B.H.A. (B.H. Abrahams) of St. Croix, Switzerland, about 1900. It has a small cylinder which plays a musical comb and three bells, each of which has a butterfly shaped striker.

At the rear of the box is a printed colorful tune card with the title "Bells in Vue." (modern day spelling!). The repertoire consists of ten tunes, mostly of a popular nature.

The top of the instrument is surmounted by a clock. Overall measurements of the case are 26" high, 17" wide, and 12" deep. The instrument needs a jewel in the governor assembly and needs regulation. With its vertical format (unusual for a cylinder box) it is an eye-catching and attractive instrument. Just \$449.00. (Stock No. CYL-2425)



**CYL-3018**



### SWISS BELL BOX WITH DANCING DOLLS

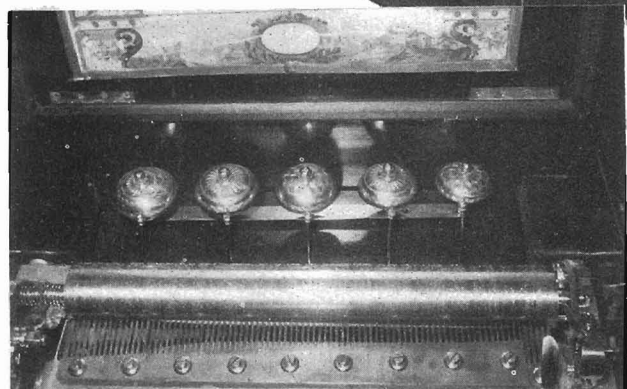
This interesting box, produced in Geneva, Switzerland by Langdorff & Fils during the late 19th century, uses a 9" cylinder. In addition to the music comb there are four bells. As the music plays three brightly dressed dolls dance and twirl - providing an interesting visual effect.

The dimensions of the case are 20" wide, 13" deep and 24" high (with the lid open). The case, which has been beautifully refinished, is inlaid on the front, sides and top.

An attractive box in all respects. It will be popular with all who come to see it. Just \$995.00 (Stock No. CYL-3018)



CYL-3014



LARGE PAILLARD BELL BOX

This large, colorful and attractive Paillard bell box is one of the nicest bell boxes we've had the pleasure of offering in these catalogues.

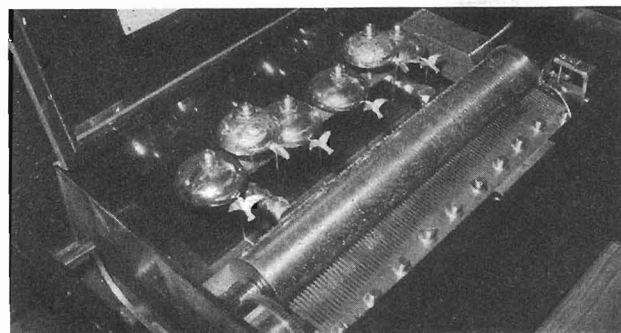
It is housed in a large case which measures 27" wide, 13" deep and 23" high (with the lid open). The lid is attractively inlaid and finished.

The music cylinder is 15 1/4" wide. In addition to the large music comb there are five brass bells, each one of which is ornately engraved. The gleaming brass works, the bright

golden-hued bells, the large and ornate (embellished with many allegorical vignettes) colorful tune card and the bright music combine to make this a first class attraction in anyone's book.

Seeing is believing, so they say. The black and white illustrations we give can only provide a mere indication of this box's beauty. Ask to see a color photograph! (As is the case with any instrument offered in this catalogue, color photos will be sent free and without obligation on request).

A blue chip in all respects. This beautiful box will be a lasting investment both in money and pleasure. \$1295.00 (Stock No. CYL-3014)



CYL-2512



PRETTY PAILLARD BELL BOX

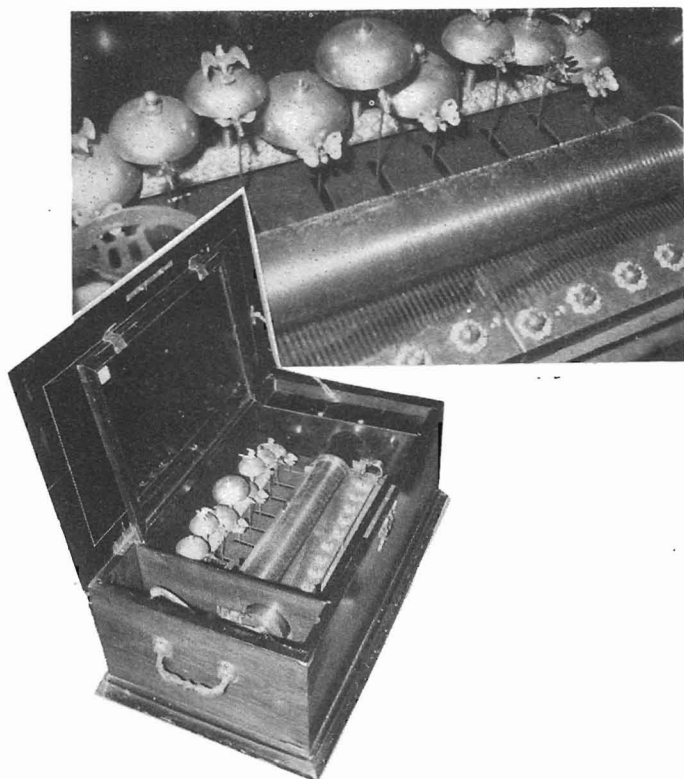
Bell boxes are perennial favorites with collectors. Few extant bell boxes are as pretty as this one.

Produced in the 1880's by Paillard (who, incidentally, is very much in business today making fine movie cameras and other intricate mechanical items; but not music boxes) of Geneva, this box contains a 13" long cylinder which plays a steel music comb and six tuned bells, each of which has the striker in the form of a honeybee or a bird. The box plays with a bright and lilting tone.

Dimensions of the case are 23" wide, 12" deep and 20" high (with the lid open). The case is attractively inlaid on the front and on the top. With its brightly polished brass inside works and the attractive case exterior the box is a beautiful instrument. The colorful tune card listing the eight tunes in the repertoire brightens the underside of the lid.

The instrument plays nicely and has a fine tone. It is a bit sluggish in starting, so some minor governor work is recommended (we can do this for you at cost). This beautiful classic box is an excellent value at \$749.00 (Stock No. CYL-2512)



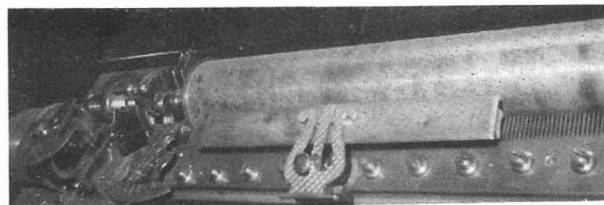
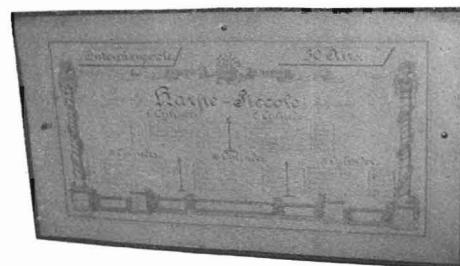


**9-BELL CYLINDER BOX BY DAWKINS**

This fairly large bell box has a two large musical combs arranged in pianoforte style plus a separate comb to operate the nine musical bells.

The box is 24" high, 28" wide, and 16" deep. It plays eight tunes. The box plays well and has a good cheerful tone. It needs, however, some "window dressing." Although no major work is needed, a good cleaning throughout, a regulation of the bell actions and a general refinishing of the cabinet would up the value of this instrument by hundreds of dollars. You do not need to be a musical box craftsman to do the work needed. However, if desired we can do it for you at a reasonable cost.

A good buy at just \$795.00 (CYL-2388)



**INTERCHANGEABLE CYLINDER BOX ON TABLE**  
With five six-tune cylinders

This is a lovely specimen of the traditional Swiss interchangeable cylinder box of the 1880-1890 period. This box, probably by Baker-Troll, is of fine workmanship throughout. It plays a 13" cylinder via a double spring. Each cylinder has six tunes. The program of thirty tunes is outlined on the original tune card (in "as new" condition) on the underside of the lid. The program is varied and ranges from classical to popular to operatic. The official designation of this box is the "Harpe - Piccolo" style.

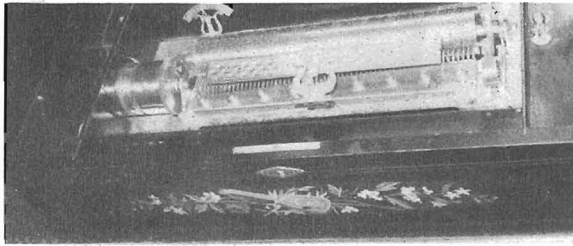
The case and box (with the lid open) stand 4'2" high. The width is 3'6" and the depth is 1'11". The box is profusely inlaid with striping and also by a beautiful musical motif on the lid.

If you have been looking for a nice interchangeable cylinder box at a reasonable price, then give this one some serious thought. It will be a wise musical and financial investment. You'll derive many hours of listening pleasure from it!

\$1495.00 (Stock No. CYL-3138)



Overall view of CYL-2413 - a cylinder box with stand - offered for sale on the following page.

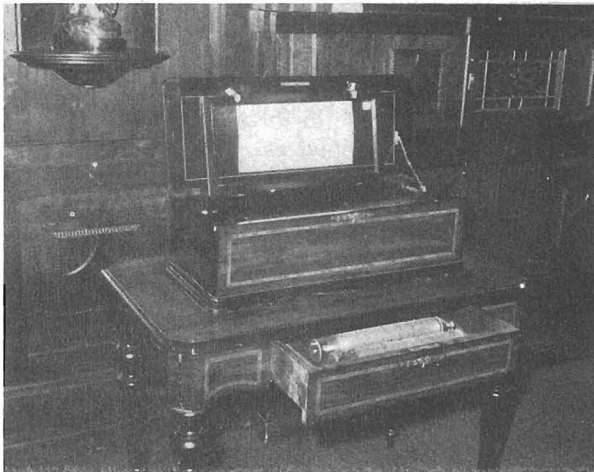


### CYLINDER MUSIC BOX ON TABLE

Inexpensive!

This cylinder box was made circa 1900. It plays twelve tunes on a 13" long cylinder. The tune presently in play is shown by a tune indicator dial.

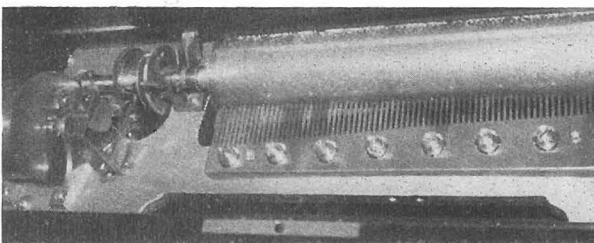
The box is equipped with a mandolin (or "harp" or "zither", etc.) attachment which can be turned on or off at will. The box plays well and has a sharp strident tone. Dimensions of the instrument are: 3'6" high (lid open), 2'4" wide and 1'3" deep. The box is black and is decorated with the original transfer designs. The stand is a bit wobbly and could use some judiciously applied glue (something we can do at low cost for you). If you are buying for resale, you can make a nice profit on this box at our price of just \$895.00 (Stock No. CYL-2413)



Above: Overall view of the box — with the drawer open to show the extra cylinders.

Left: The tune card.

Below: Part of the cylinder, musical comb and spring mechanism.



### BEAUTIFUL SWISS CYLINDER BOX ON TABLE With Interchangeable Cylinders

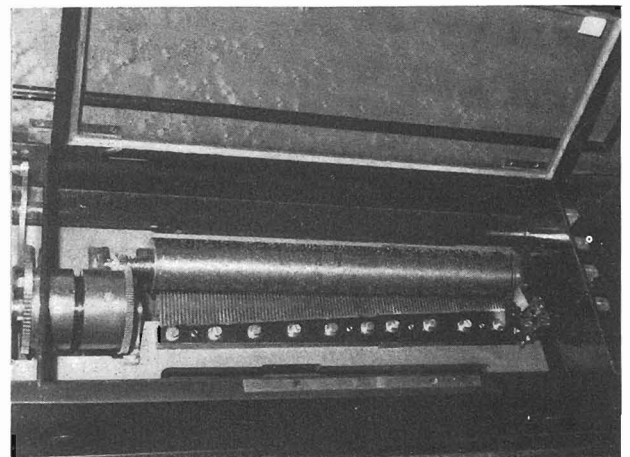
This attractive Swiss cylinder box has one of the brightest tones we've encountered in an instrument of this type. It plays loudly and clearly with an unusually fine brilliance.

The musical repertoire is programmed on three interchangeable cylinders (housed in a special drawer in the table). One cylinder contains a varied selection of classical tunes, the second a group of operatic airs and the third a program of popular melodies. This will give you a rich program of entertainment.

The overall measurements of the box and table (with the lid open) are: 4'3" high, 3'5" wide and 2' deep.

Each cylinder measures 11" in length and contains eight tunes. The same tune can be repeated if desired, or each of the eight tunes can be set to play one after the other in rotation. The program of each cylinder is attractively hand lettered on the original tune card on the underside of the lid. In addition, the original instruction sheet illustrating how to change cylinders is with the box.

This desirable box can be yours at a price of several hundred dollars less than comparable pieces have sold for. An excellent value at just \$1295.00. (Stock No. CYL-1542).



Above: View of the cylinder and double spring barrel in this beautiful box.

Right: Overall picture of the box — showing the graceful matching table.

Below: Detail of the attractive inlay and the richly burlwood in the music box case.

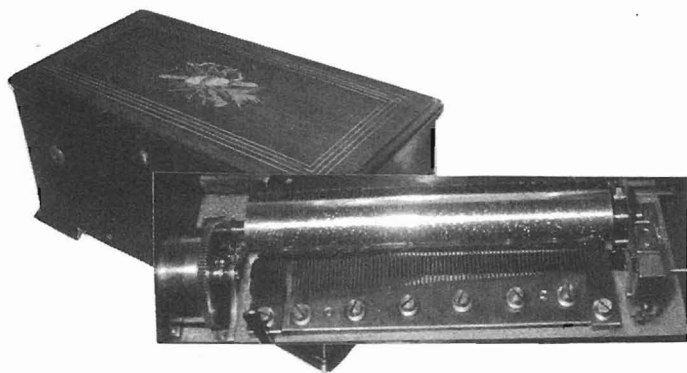


## CYLINDER BOX ON MATCHING BURLED WOOD TABLE --A lovely eight-tune Swiss box--

This lovely box is one of the most delicately proportioned we have seen for its size. Musically the box is attractive, too. It plays eight tunes from a large 15¼" long cylinder. The music is played on a two-part comb. Apart from some redampering (we can do this at low cost) the box is choice so far as the musical part is concerned. The case could use some minor touch-up work.

The box and its accessory table measure 4' high (with the lid open), 3' wide and 1½' deep.

The finish of the cabinet is of beautifully burled golden-toned wood. The attractiveness is further enhanced by an inlaid lyre and garland motif on the lid. As a decorator item our price should permit resale above the \$1,000.00 level. An excellent buy at just \$795.00. (Stock No. CYL-1516)



## CYLINDER BOX WITH HIDDEN DRUM AND BELLS

Cylinder music box with hidden drum and bells — manufactured in Switzerland circa 1880-1890. The snare drum with eight beaters and the set of six tuned bells are hidden from view beneath the bedplate.

The box plays a variety of tunes with a sprightly tone. This type of box is fairly scarce in comparison with the regular exposed drum and bells variety.

Dimensions of the case are 1'6" wide, 9" deep and 1'5" high (with the lid open). The lid is inlaid with a framed motif of musical instruments: two flutes and a tambourine. The cylinder measures 9¼" wide. A separate comb for playing the drums is at the left, the main music comb is in the center and the six-tooth comb for the bells is at the right.

An attractive, melodious and desirable box! \$395.00. (Stock No. CYL-2323)

## COLLECTION AFTER FINE COLLECTION...

Through our portals have passed most of the fine collections that have come on the market in recent years. As a Hathaway and Bowers, Inc. customer you have "first chance" at the finest automatic instruments offered for sale — both through our catalogue offerings and our want list service.

We offer you the unbeatable combination of accurately described items together with wholesale prices. As an active H&B customer you can receive your share of the best buys in the business!

---Terry Hathaway

---Q. David Bowers

## EVERYONE LOVES MUSIC!

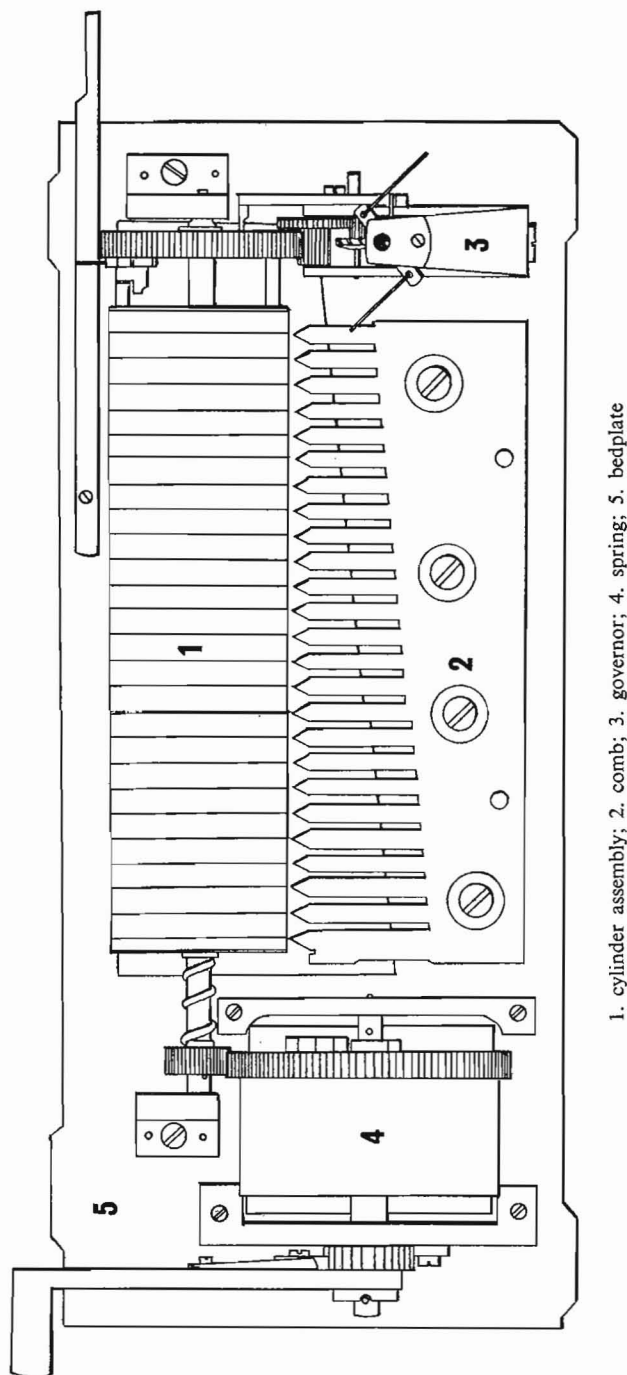
Everyone loves music, and everyone loves the charming melodies played by old time automatic instruments. A music box, automatic piano, orchestron or organ in your home will provide a wonderful centerpiece for the entire family. Let Hathaway and Bowers, Inc. provide you with the right instrument at the right price!

## THE CYLINDER MUSIC BOX HANDBOOK

by  
Graham Webb

Below we reprint one of the many interesting illustrations from the new "Cylinder Music Box Handbook" by Graham Webb. (Turn the page sideways and you'll see a typical format for a Swiss music box)

Order your copy of this important book now. Just \$6.00 postpaid. Check the appropriate space on your order blank. See the back of this catalogue for other interesting and important reference books!



1. cylinder assembly; 2. comb; 3. governor; 4. spring; 5. bedplate



### VISIT OUR SHOWROOM!

If business or pleasure brings you to the Los Angeles area, plan to visit our showrooms. Bring your want list with you, and expect us to have a large selection! "Visiting your building was a fascinating experience," said a visitor from Frankfurt, Germany recently. You'll enjoy visiting, too! Due to the personal nature of showing automatic instruments, we request that you telephone Terry Hathaway for an appointment. Do it today!

### MUSIC! MUSIC! MUSIC!

Music, mirth and merriment will enter your home with a fine music box or other automatic instrument. It will mean fun for the entire family! Pick a choice instrument from this catalogue and enjoy music from now on!

---Terry Hathaway

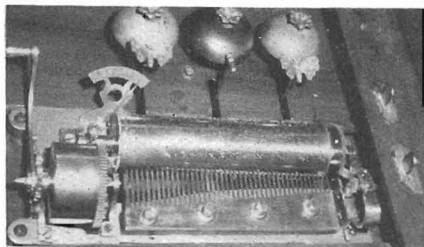
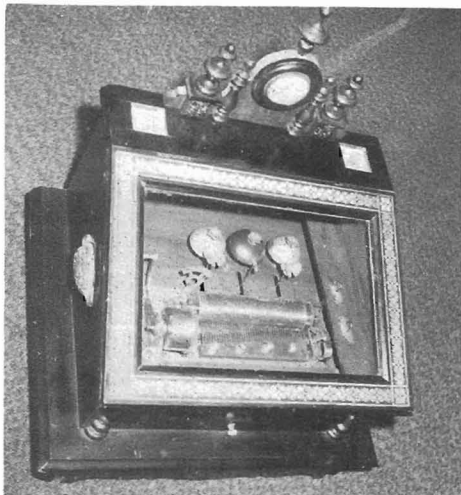
---Q. David Bowers



HATHAWAY AND BOWERS, INC.

11975 E. FLORENCE AVE.

SANTA FE SPRINGS, CALIF. 90670



### CYLINDER BOX IN WRITING DESK

This is a standard (probably B.H.A.) cylinder music box with three bells. Produced around the turn of the 20th century, it is housed in a small writing desk with a clock at the top rear. Originally there were two small inkwells (or, possibly, an inkwell and a sand bottle) in the niches provided at the top of the desk.

The music box plays eight tunes. The mechanism plays fine, but for tonal improvement redampering is recommended. (We can have this done for you at our cost).

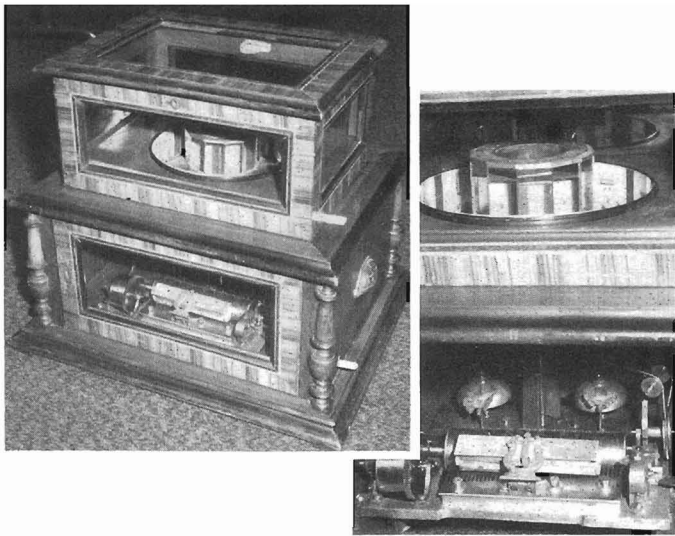
At the bottom of the desk is a drawer for the storage of writing implements. Measurements overall are 19" high, 18" wide, and 16" deep. Just \$495.00. (Stock No. CYL-2424)



### FRENCH MUSICAL CLOCK

This beautiful ormolu French clock is as bright and choice as the day it was made. The finish is of a matte gold color. The base of the clock contains a musical movement which is controlled by levers on the front. Covering the entire clock is a glass dome. The dome is cracked and will have to be replaced.

A choice decorator item of exceptional beauty and elegance. \$795.00 (Stock No. CYL-2515)



### PRAXINOSCOPE MUSICAL MOVING PICTURES

Introduced as a parlor entertainment device in the 1870's the Praxinoscope became very popular. The instrument seems simple enough now, but in its day it was a real innovation that attracted interest and wonderment. (We might mention that its interest-attracting appeal is still present as it is fascinating to watch!) By means of twelve mirror facets mounted on a center carousel a matching series of twelve pictures is reflected and is seen by the viewer. As the carousel turns one scene after another comes into view with a rapidity that gives the scene a lively animation.

The Praxinoscope was exhibited at the 1878 Paris fair and, again, in 1889 at the Universal Exposition held in the same city. Each time it won prize medals.

Due to economic considerations most Praxinoscopes were simply mechanical and not musical. These regular Praxinoscopes are highly sought after and are quite scarce.

The ultimate Praxinoscope is the type offered here. It combines a Praxinoscope instrument with a musical bell box (by B.H.A. of St. Croix, Switzerland). As the Praxinoscope turns a musical accompaniment is given by the music comb and bells. A system of pulleys permits the Praxinoscope to be driven from the music box mainspring.

The specimen we offer here is in excellent condition throughout. The musical mechanism is a bit sluggish and could use cleaning and regulation. The case and the Praxinoscope portion will require no attention.

This is only the second musical Praxinoscope we have handled. (The first appeared in one of our early catalogues and now is part of the exhibit at Bellm's Cars and Music of Yesterday Museum in Sarasota, Florida)

An outstanding showpiece! \$1295.00 (Stock No. CYL-3155)

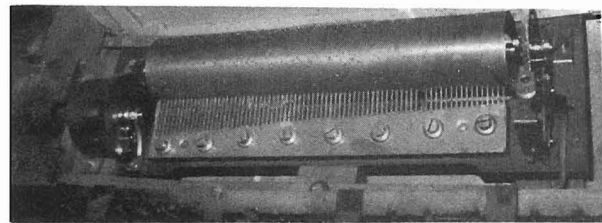
### A PLEASANT TRANSACTION!

At Hathaway and Bowers, Inc. we ENJOY automatic musical instruments. They're much more than just a business with us — we appreciate them, their music and their historical significance. We'll do our best to share our enjoyment and appreciation with you. We believe that you, like thousands of others all over the world, will enjoy doing business with us.

---Terry Hathaway  
---Q. David Bowers



CYL-3090



### SWISS CHALET WITH MUSIC BOX by Bremond of Geneva...

This Swiss musical chalet is unusual in that it contains an exceptionally large and fine musical movement. Made by the celebrated firm of B.A. Bremond (Geneva, Switzerland) the box uses an 11" wide cylinder and plays eight tunes. There is one broken tooth on the cylinder, but this is not discernible when the box plays. The movement is, of course, concealed in the base of the chalet.

The chalet itself is of the style of country house that can still be seen today nestled in the Swiss Alps, or in Germany's Black Forest. It is finished in a light brown natural wood color. The center part lifts to reveal a storage compartment for bottles, cosmetics, party items or whatnot. It is velvet lined.

Overall the chalet measures 25" wide, 10" deep and 19" high — quite large and impressive dimensions for a musical chalet (they are usually seen half this size or smaller). The chalet is visually beautiful and the musical part has a fine tone. It is well worth the price we ask, if not quite a bit more. A somewhat equal one recently brought over \$1,000.00.

\$595.00 (Stock No. CYL-3090)

### SPEND JUST A FEW DOLLARS WITH US . . .

You don't have to be a big buyer to get a good value at Hathaway and Bowers, Inc. We sincerely appreciate the confidence and patronage of the collector or enthusiast who spends just \$5 or \$50 with us each year. We invite your business regardless of your budget. We promise we'll do our best to provide you with the best values and service.

May we hear from you?

---Terry Hathaway  
---Q. David Bowers





The ornate carved bear stand. Interesting!

### CARVED BEARS MUSICAL STAND

This hand carved knick-knack stand was made in Europe (probably the Black Forest) a few decades ago. It is an ornately and minutely carved and was designed to be put on the floor next to an armchair. It is 3'1" high overall.

The upright pedestal of the stand is formed by an intricately carved mother bear holding a tree trunk. Above her on a platform are two hand carved baby bears, each different from the other. Beneath each bear cub is a small compartment suitable for storing cigarettes, candy or other items. The left side bear has a musical movement which plays "Over the Waves" and "The Wedding March."

The head of the mother bear is hinged at the back and tilts rearward to reveal a compartment for the storage of cigars or other items. The mother bear is beautifully carved with minutely detailed features, and measures 22" high. The two small bear cubs are equally well carved and each measure 6" high.

As a musical novelty and as an interesting piece of furniture this attractive piece should sell quickly. It is, incidentally, in "mint" condition and will require no refinishing or attention. The musical movement is likewise excellent.

\$495.00. (Stock No. CYL-2334)



### BEAUTIFUL FRENCH ORMOLU CLOCK

With cylinder music box movement

In the base of this large, ornate and beautiful ormolu clock (with its original bright and matte gold finish) is a cylinder music box movement. The music box is wound by pulling a cord. The instrument is turned on and off by a small draw knob at the right side of the base.

The clock is in the form of a seated goddess. It is very ornate. It dates from the mid Victorian era and was probably made in France, with a musical movement from Switzerland. The clock face is of white porcelain with black roman numerals.

The box and the clock both work well. This piece is a beautiful example of the clockmaker's art combined with music. \$495.00. (Stock No. CYL-1548)



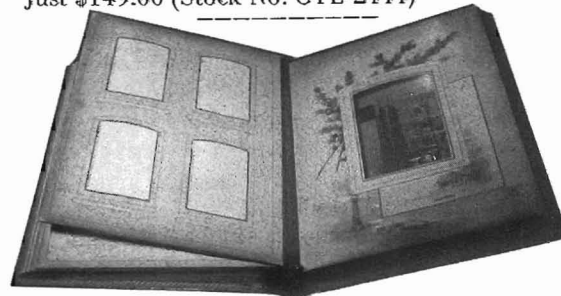
### VICTORIAN MUSICAL CLOCK

With two-tune musical movement...

Late 19th century spelter clock. In the base is a two-tune music mechanism controlled by push-pull knobs at the right of the case. The clock itself has a bright enamel face which is nicely set off against the gold-colored young lad and shrubbery that make up the statuary surrounding.

Overall measurements are 12" wide, 11" high and 6" deep.

Just \$149.00 (Stock No. CYL-2444)

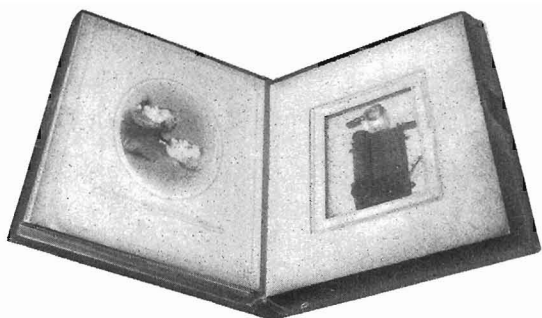


### 19th CENTURY MUSICAL ALBUM

Musical photograph album dating from the late 19th century. Contains spaces for family photos, etc. In the back is mounted a small two-tune Swiss musical movement. Cover in tooled leather. Part of metal clasp fastener missing. Should be rebound (most musical albums of this era need this). Musical movement is in good order. About average in condition for one of these.

Measures 12" high by 9" wide by 3" thick. \$79.00 (Stock No. CYL-2470)





**19th CENTURY MUSICAL ALBUM**  
With early photographs...

Late Victorian family photograph album with many contemporary studio portraits, etc. An interesting scrapbook of the styles of the period!

At the back of the album is a two-tune Swiss musical movement which is in good order. The album measures 11" high by 9" wide by 3" thick. Apart from a recommended rebinding this handsome relic is in quite nice condition. \$99.00 (Stock No. CYL-2469)



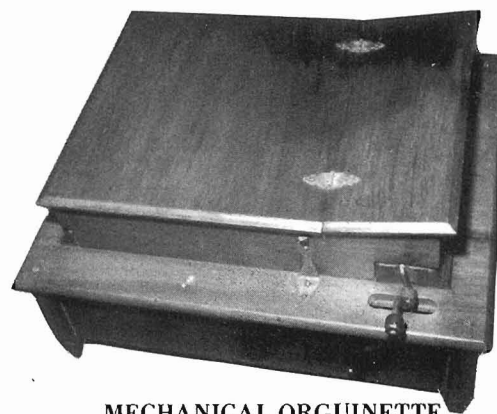
**AMERICAN ORGANETTE**  
(Mechanical Organette)

This is a very choice example of the Mechanical Organette - here appearing under an "American Organette" label. It has a beautiful light walnut case. Measurements are 8" high, 15" long, and 12" deep. It has a 14-note musical scale and plays a standard paper strip as used on these and several other similar makes of paper roll organs.

The instrument was rebuilt several years ago. It is an excellent value, complete with a supply of music, for just \$139.00 (Stock No. ORG-2408)

**MAKE MONEY BY BUYING FROM H&B...**

There's ample room for profit when you buy automatic musical instruments from Hathaway and Bowers, Inc. If you are a dealer, let us include you among our many satisfied dealer customers. Whether you want a single instrument or a vanload you'll make money when you buy from us.



**MECHANICAL ORGUINETTE**  
Paper roll organ...

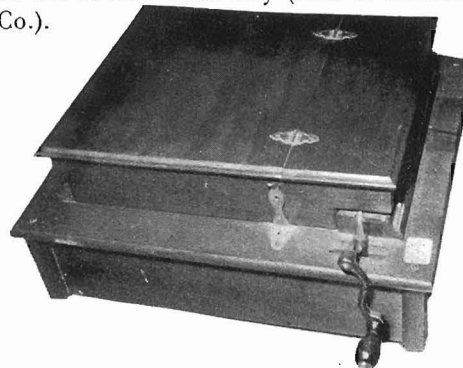
Mechanical Organette paper roll organ manufactured by the Mechanical Organette Co. (forerunner of the giant Aeolian Co.) circa 1890.

The instrument is 15" wide, 12" deep and 8" high. It has 14 tuned reeds and plays a paper music strip. A supply of music goes with it.

The case of the instrument is really choice. The interior will need pneumatic rebuilding and will need repair of the crank handle end. A straightforward restoration is in store for you. Just \$119.00 (Stock No. ORG-2446)

**MECHANICAL ORGUINETTE**  
Paper Strip Organ

This Mechanical Organette organ uses paper strips. It was manufactured in the 1880's by the Mechanical Organette Co. of New York City (later to become the giant Aeolian Co.).



It uses a 7 7/8" wide music strip. One strip of music goes with it, and other strips are available. If you want to try your hand at making your own music the Mechanical Organette affords an interesting opportunity. The scale has a small number of notes and the holes in the paper are large - so no specialized equipment is required.

This instrument is in nice clean unrestored condition. An excellent value for just \$119.00. (Stock No. ORG-1658)

**ENJOY THESE CATALOGUES???**

At \$5 for a subscription to the next six issues (a \$12 value at \$2 per issue!) you'll find our catalogues to be an excellent buy. But... it is not our intention to charge our steady customers - so if you buy \$10 or more worth of books, records, instruments or anything per year your subscription will be renewed free! A good deal? You bet!

---Terry Hathaway

---Q. David Bowers

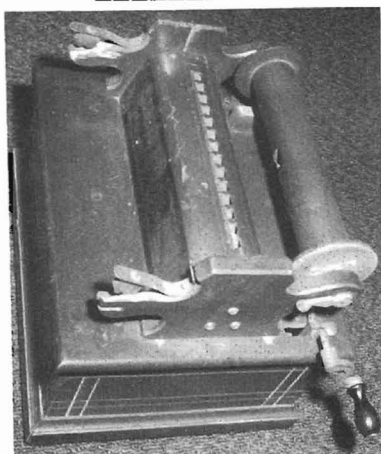


**AMERICAN ORGUINETTE**  
Paper roll organ

This type of paper strip organ was marketed under a wide variety of names, as this present example indicates.

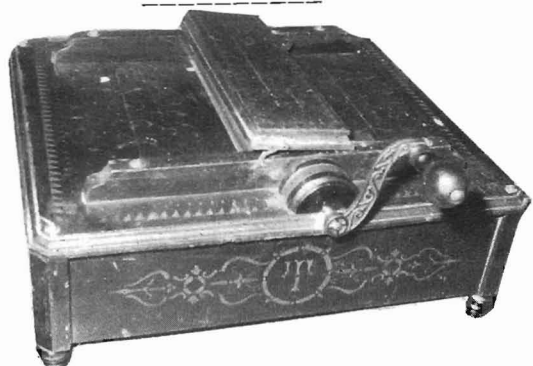
Measurements are 15" long, 12" deep and 8" high. The music is played on 14 tuned reeds. A supply of music goes with it. The case is excellent. The interior will need the customary pneumatic rebuilding - something that can be done in a few hours' time with a few dollars' worth of materials.

\$125.00 (Stock No. ORG-2450)



**REED PIPE CLARIONA**  
Paper roll organ

Reed Pipe Clariona paper roll organ with the wooden top resonator missing (this was more of a decorative than a necessary part). Uses an 8" wide paper strip of 14 notes. Average Fine unrebuilt condition. Cheap at \$79.00. (Stock No. ORG-2448)



## McTAMMANY VICTORIA ORGANETTE

This McTammany "Victoria Organette" has a fourteen note range and plays a standard paper music strip of that specification.

The box is finished in black with gold transfer designs. It is unrestored, but would be an easy restoration. McTammany, who considered himself to be "father of the player piano," was an active force in the paper roll organ field. However, his instruments are not especially plentiful today - perhaps because his output was dwarfed by the tens of thousands of instruments issued by the Mechanical Organette Co. and by the Autophone Co.

This instrument with a supply of music can be yours for just \$119.00 (Stock No. ORG-2451)

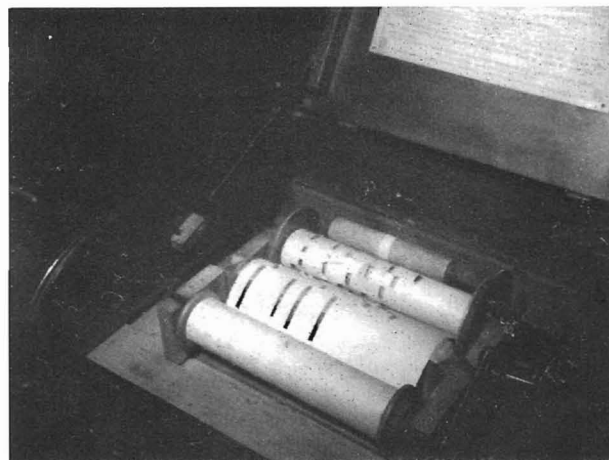


**SERAPHONE PAPER ROLL ORGAN**

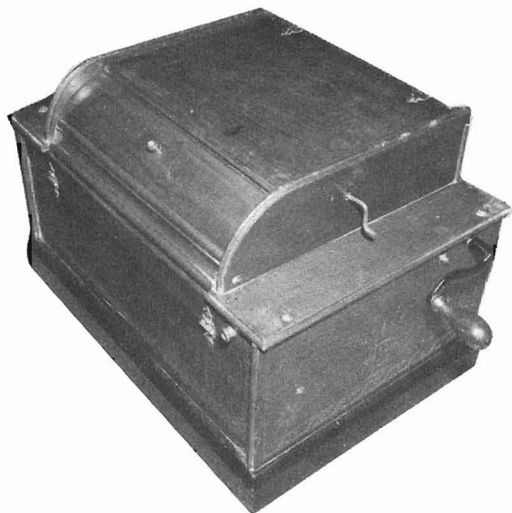
Attractive light walnut Seraphone paper roll organ. Uses regular 5½" wide 20-note paper rolls, one of which goes with it. Recut rolls are available today.

The instrument measures 17" wide, 12" deep and 12" high. The case is well preserved and has bright gold transfer designs on it. The top lid hinge is separated. The Seraphone will require the standard rebuilding necessary for any paper roll organ of this vintage. It is an attractive well built paper roll organ and should provide much musical pleasure.

\$129.00. (Stock No. ORG-3119)



The Seraphone with a roll in position. New music for this and certain other types of paper roll organs may be purchased from: Mr. Frank Goodhub; 1216 Harmony Lane; Jeffersonville, Indiana 47130.

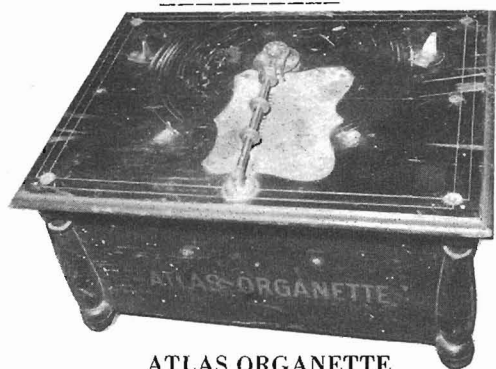


### SERAPHONE PAPER ROLL ORGAN

This attractive Seraphone is, for all intents and purposes, identical music-wise to the more plentiful Celestina or Mandolina. It uses a standard 20-note paper roll of 5½" width. A supply of music comes with this instrument - and new recut rolls are available.

Case dimensions are: 12" high, 17" wide, and 12" deep. It is unrestored, but is choice throughout and will present a simple, pleasurable and straightforward rebuilding project.

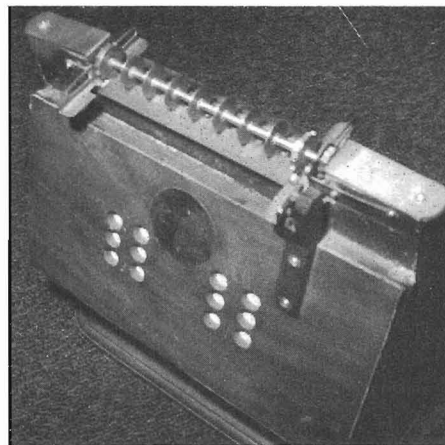
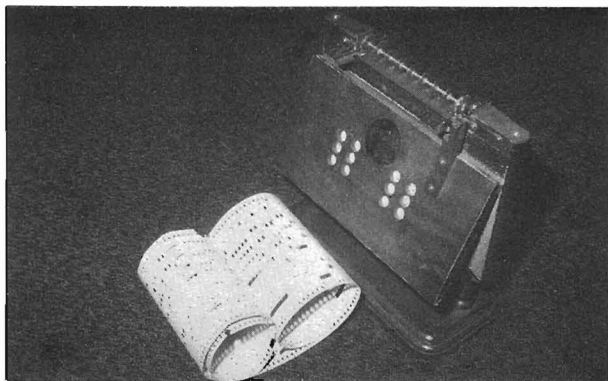
Inexpensive at just \$129.00 (Stock No. ORG-2416)



### ATLAS ORGANETTE

Atlas Organette 16-key reed organ designed to use metal discs about 9" in diameter. We have no discs for it at the moment.

The instrument measures 14" wide, 11" deep and 7" high. Unrebuilt and in need of standard restoration (a not-difficult task). Cheap at \$99.00 (Stock No. ATL-2423)



### ATTRACTIVE ITHACA AUTOPHONE Paper strip organ

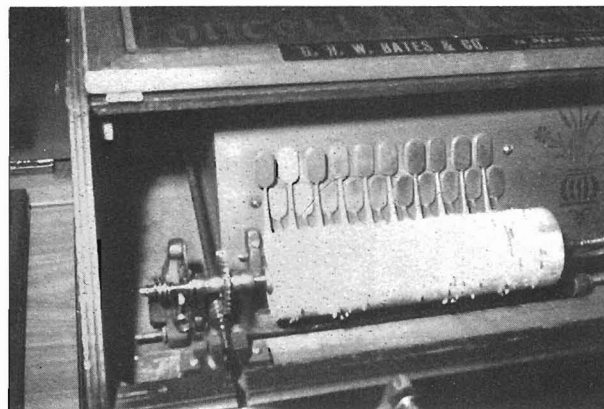
The Autophone, made by H.B. Horton of Ithaca, N.Y. circa 1880, is one of the most quaint and most interesting of the paper strip organs. It is also, incidentally, one of the nicest made, one of the scarcest and one of the most sought-after!

It uses a 5½" wide paper strip which passes over a tracker bar of 22 keys or playing reeds. The forward movement of the paper strip is accomplished by opening and closing the bellows with the palm of your hand. By means of interlocking parts this movement actuates a clockwork escapement which pulls the roll through the tracker assembly.

The Autophone is small. On its beveled base it measures overall: 10" high, 10" wide, and 5" deep. The Autophone is of mahogany; its base of oak.

H.B. Horton was a versatile man who achieved fame and financial success in many fields. Clock collectors today know of Horton as the maker of the famed Ithaca Calendar Clocks, among the most famous of all American time keeping devices. In the musical field Horton made a wide array of instruments - including the popular mass produced Gem, Concert and Grand Roller Organs. When your editor lived in Vestal, N.Y., less than an hour's drive from Ithaca, he was a perennial frequenter of the many antique shops in the area. Over the years a number of Ithaca Calendar Clocks were encountered, as were some of the roller organs, but never an Autophone.

We offer this choice Autophone with a supply of music strips. \$249.00 (Stock No. ORG-3123)



The "cob" and the twenty metal pallets (which lift to admit air to the reeds) of the Concert Roller Organ (see next page).





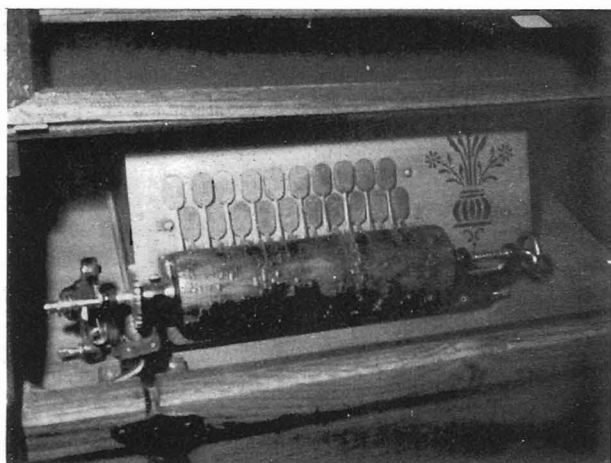
### AN ATTRACTIVE CONCERT ROLLER ORGAN

We offer an attractive example of the well known Concert Roller Organ - a type of instrument made from about 1880 to after 1900 in Ithaca, N.Y. The music is provided by twenty tuned metal reeds which are actuated by the pins on a wooden roller or "cob." The cob revolves several times for the playing of a single tune, edging over each turn via a screw feed. This permits the musical arrangements to be more extended than they would be if the arrangements were limited to what could be pinned on one revolution.

Measurements are 13" high, 18" wide and 15" deep. The case is decorated by bright transfers. A sticker on the underside of the expression glass cover reveals that this particular piece was sold years ago by the G.H.W. Bates Co. of 74 Pearl St., Boston. This firm was one of the foremost exponents in the great "roller organ craze" of the 1880's.

This instrument plays nicely and is ready to enjoy. Incidentally, don't underestimate the musical abilities of paper roll organs and roller organs just because they are inexpensive. They are capable, in most instances, of a really remarkable volume of music of a pleasing quality. Today is an ideal time to garner a few different representative specimens under your wing. Most are available in choice condition for \$100 to \$200 - and even great rarities don't bring much more. Indeed, some are available for less than \$200.

This attractive Concert Roller Organ with three cobs is yours for \$179.00. (Stock No. ORG-3120)



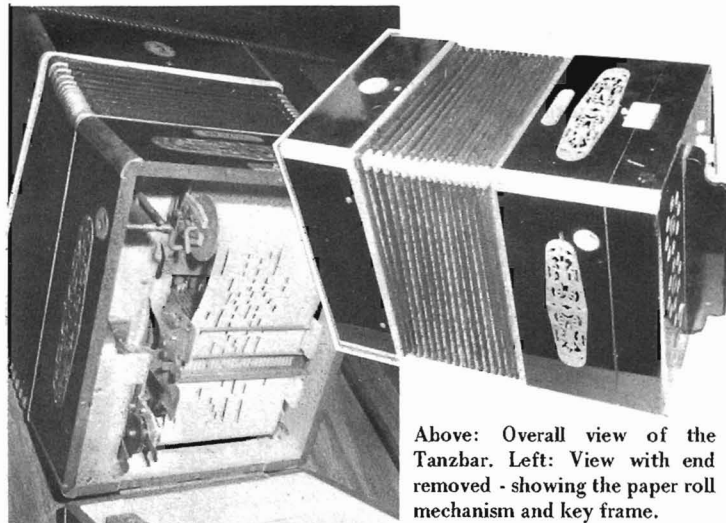
Musical mechanism of the Concert Roller Organ.



### CONCERT ROLLER ORGAN Rebuilt...

Concert Roller Organ. 20 keys (20 playing reeds). Uses a pinned wooden "cob," three of which are furnished with it.

Dimensions are: 12" high, 1'5" wide and 15" deep. The instrument has been rebuilt, including many new case parts. It is ready to play as soon as you receive it. Cheap at \$149.00 (Stock No. ORG-3096)



Above: Overall view of the Tanzbar. Left: View with end removed - showing the paper roll mechanism and key frame.

### TANZBAR PLAYER CONCERTINA Choice condition...

Condition-wise this is one of the choicest Tanzbars we've handled. The case, accordion bellows and other components are all bright and are in choice condition. All that is needed is a little time spent regulating the valves and adjusting the keyframe (something we can do for you at nominal cost, if you prefer).

In the closed position the Tanzbar is 14" wide, 10½" high and 9" deep. The instrument is operated via a stiff paper roll passing over a key frame. The roll is advanced by flicking a lever with your right hand. A flywheel assures an even tempo.

These instruments were designed for use by entertainers, although many found use as novelties in homes. The name "Tanzbar" literally means "dancing bear" (tanz = dance; bar = bear; in German).

As a class Tanzbars are fairly scarce. Choicely preserved ones such as this are quite rare.

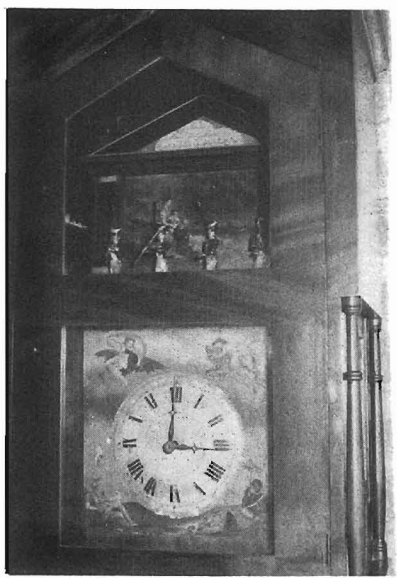
\$295.00 including a supply of music. (Stock No. TAN-3134)

# **AUTOMATIC MUSICAL INSTRUMENT REBUILDING...**

If you see an unrestored instrument of interest and would like to have us perform the necessary rebuilding let us know and we'll gladly furnish you with an estimate without obligation. (Note: Our present workload dictates that this rebuilding service be limited just to instruments purchased from us; we do not have the time to repair pieces purchased elsewhere) Or, if you want to do the rebuilding yourself (it's really a lot of fun!) we'll give you free advice re the ordering of supplies, parts, etc. Count on H&B to be of help!

---Terry Hathaway

---Q. David Bowers



ORG-3006



## **ORGAN CLOCK WITH AUTOMATIC FIGURES** by A. Mukle of Neukirch

Of the various organ clocks we have had the pleasure of handling in recent years this one is the finest.

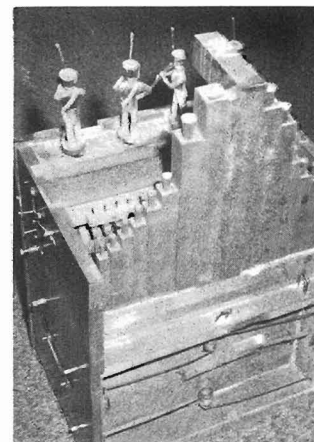
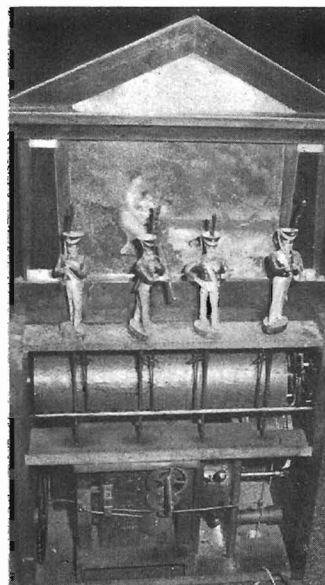
It is a flute-playing organ clock made in Neukirch (in the Black Forest) about 1850. The maker was A. Mukle, and his original signed tune card is still with the clock.

The clock is housed in a richly figured cherry case of a warm reddish golden color. The top gallery, the turned finials at the sides of the clock face, the beautifully matched door and front panels and the shape of the clock itself all combine to make this an instrument of rare and imposing beauty.

The clock face is set in a hand painted panel. Above the clock face, and set against a richly painted scene, are four musicians in decorative parade uniforms. These figures are mechanically actuated and pirouette as the music plays.

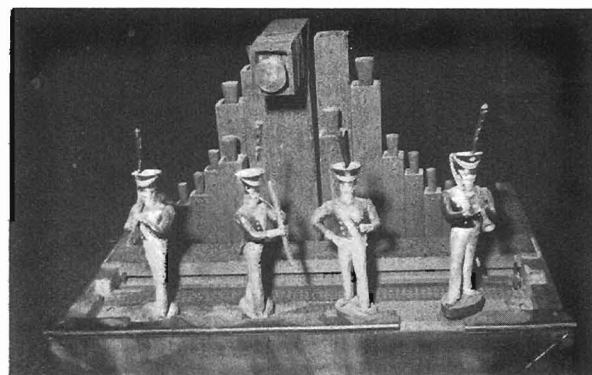
The music program consists of eight waltzes and marches including "Yankee Doodle."

Views of the Mukle flute-playing clock. Case-wise and interior-wise this is the most outstanding such item we have ever handled.



The interior organ and automatic figure mechanism from the clock. Restoration of the clock will be straightforward. If desired, we can rebuild the organ mechanism here.

This clock will be a wonderful showpiece in your home.



View with panels removed. The four musicians are shown in the foreground.

The case is 7'9" high, 2' wide and 1'6" deep. The clock and the figures are presently operating, although no rebuilding has ever been done. With cleaning and some pneumatic work it should play well for years to come. With the purchase of this instrument we can perform this work and bill you at cost (if you request this work).

An outstanding showpiece! \$2995.00. (Stock No. ORG-3006)

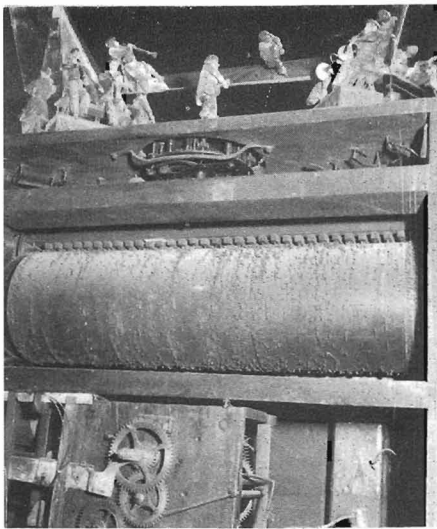
## **COMPARE PRICE AND QUALITY!**

Compare both price and quality — and you'll see the reason for our tremendous volume of sales; a sales record built upon repeat customers. Price alone is meaningless. For instance, we recently sold a dance hall organ for \$1250.00 — and another one quite similar to it (in outward appearance) for \$3500.00! What is the catch? Simply this: you get what you pay for. The \$1250.00 instrument (which, by the way, went to a dealer who resold it shortly thereafter for about \$4000.00) needed a lot of work and was "rough." The other one was choice.

When you compare prices, compare quality too. Our unequalled volume of sales makes it possible for us to operate on a very low overhead per item — with consequent savings to you. Is it any wonder that collectors, dealers and museums in all parts of the world look to Hathaway and Bowers, Inc. for the best buys in the business...



ORG-2103



### ANIMATED FLUTE-PLAYING HALL CLOCK

This attractive clock dates from the mid 19th century and was probably made in the Black Forest. The upper part of the clock displays a colorful oil painting of a Swiss lake and mountains at the lower center of which is the clock face.

Above the scene is an animated stage containing five mechanical figures, each delicately made in the form of a musician with french horn, piccolo, etc. As the music plays, the figures move.

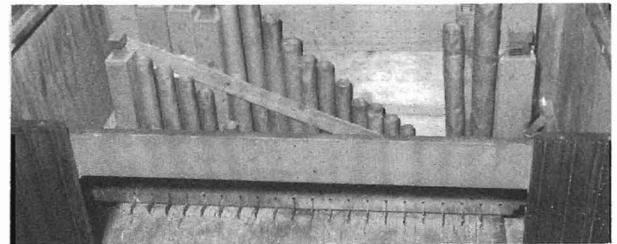
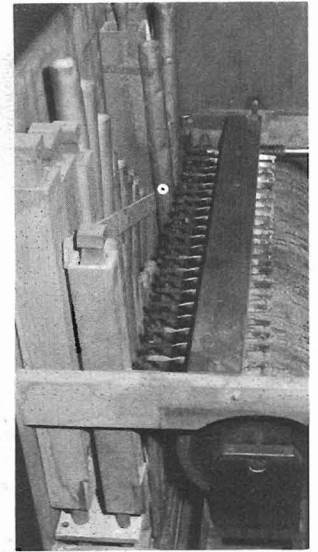
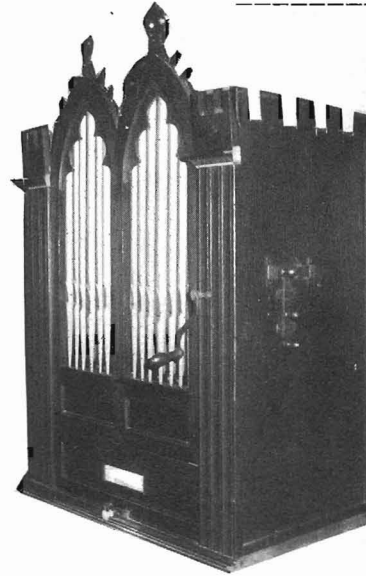
The musical movement consists of a rank of flute pipes operated from a pinned barrel. Many different tunes are programmed on it.

The instrument is unrestored, but is in fine restorable condition. The musical movement is simple and will be easy to rebuild. There are two small wooden panels at each end of the barrel missing from the case. In addition, the top back panel and the lid, both of which were simple panels, are gone. You can reconstruct these panels yourself, or we'll reconstruct them all for you for just an estimated \$25 to \$50 cost. The mechanism provides stations for four more figures, although whether or not this clock ever had more figures cannot now be ascertained. If you wish to add some small figures, there is provision for it.

The clock is impressive appearing and stands 7'9" high. It measures 2'2" wide and 1'5" deep. It combines a fine grandfather's or hall clock with a fine musical movement and with an intricate automated scene. For the museum or private collection this will be a beautiful addition!

Our price is such that even considering that there is work to do on it you will save \$1,000.00 or more against what comparable items have sold for. We noted a somewhat similar instrument, though restored, priced at \$5,000.00.

Our price is just \$1495.00. As such, it represents an outstanding value. (Stock No. ORG-2103)



### ENGLISH CHURCH BARREL ORGAN early 19th century...

This is an attractive example of the traditional English church barrel organ made during the early 19th century. Containing two ranks of pipes - wooden flutes and metal string-toned (salicional) pipes - the instrument plays ten tunes via a programmed wooden barrel.

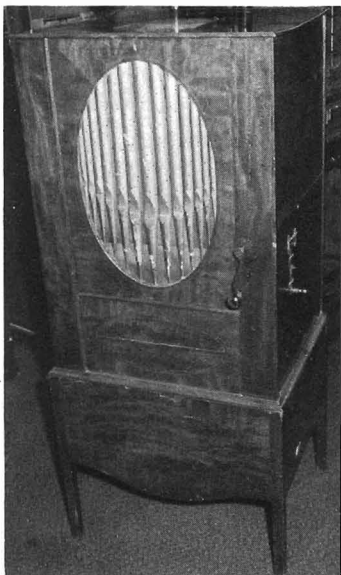
This is a fairly large church barrel organ, as these items go. It stands 4' high, is 34" wide and is 18" deep.

The organ, bearing the nameplate of Bevington & Son, Soho Square, London, is of quality workmanship throughout.

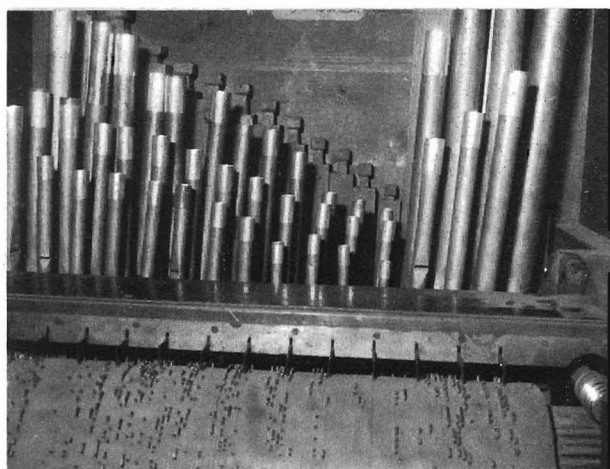
A restoration will be needed to make this instrument play again. Included in the restoration will be: cleaning of pipes, straightening of some of the metal pipes, recovering the bellows, and replacement of some of the pins and staples in the cylinder. All of this work will be straightforward and should be enjoyable. The instrument is built in such a manner that nearly all parts are easily accessible simply by removing panels from the front, top or sides.

Instruments comparable to this one have brought over \$1,000.00 on occasion. We believe that our price represents a real value. Just \$595.00. (Stock No. ORG-2467)





Views of this photogenic English barrel organ. Built like a piece of fine furniture this organ will fit nicely in any setting...



**BEAUTIFUL ENGLISH BARREL ORGAN**  
Made in 1851...

This is an outstanding example of an English barrel organ, probably made for use in the parlor.

Sold on April 5, 1851 by the Pianoforte, Harp and Music Warehouse, it undoubtedly saw service for many years in a fine home. It is of rather extensive pipework for this type of instrument and has three ranks of metal string pipes and one rank of stopped wooden flutes. The tunes are programmed on wooden barrels of ten tunes per barrel. There are two barrels with the instrument. A storage place for both is provided in the base of the organ.

This attractive instrument measures 4'7" high, 2'1" wide and 1'9" deep. It will require very little in the way of casework (a small plain wooden panel about 9" square is missing). The interior will need a regular pneumatic restoration, as would any organ of this vintage.

The organ is attractive inside and out - and should sell quickly for just \$995.00. (Stock No. ORG-3161)

#### WE'RE NOT FAR AWAY!

We are just a telephone call or letter away from you. Think of us when you are buying, selling or checking historical facts. If you're ordering an instrument from this catalogue you can call us COLLECT from anywhere in the United States! Write or call us now!

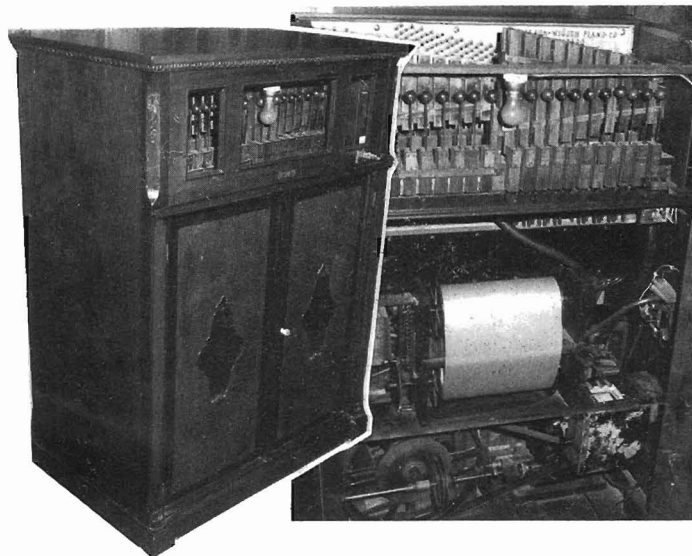
---Terry Hathaway  
---Q. David Bowers

#### NELSON WIGGEN ORCHESTRION STYLE 8

With piano, mandolin, xylophone and bells!

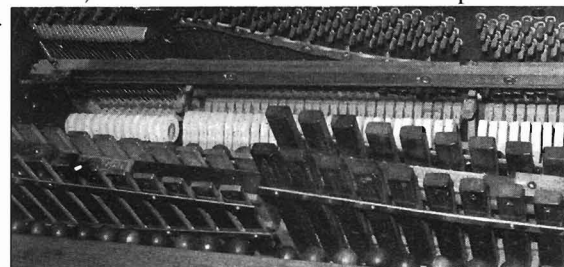
This instrument should titillate the fancy of every collector of orchestrions! It is a rare breed of cat: a Nelson-Wiggen Style 8 orchestrion which was originally factory equipped to use a style "G" (or "4X") orchestrion roll!

By way of explanation we mention that most Style 8's were factory equipped to use regular "A" rolls. The "A" roll is equipped to play three instruments: piano, mandolin and one other. On the regular "A" roll Style 8's the bells and xylophone were alternately played by doubling up on an alternating switching mechanism.



The instrument presently offered uses a regular orchestrion roll which has a sufficient number of perforations to operate the orchestra bells and xylophone independently. The melodious metal orchestra bells and the resonant wooden xylophone bars are both by J.C. Deagan of Chicago. The range is 22 notes from G to E.

Dimensions are: 4'6" high, 3'4" wide and 2'1" deep. The cabinet is of beautifully grained rich walnut and has been perfectly refinished to "mint" condition. The instrument plays and has been partially rebuilt. We would recommend that some extra work be done (we can do this and bill you at our low cost) in order to have the instrument perform at its peak.



The Deagan orchestra bells (left) and xylophone (right) in the upper part of the Nelson Wiggen orchestrion.

Orchestra bells are exceedingly popular. A xylophone is a popular addition to any instrument. In this instrument, they are met in one - with very musical results! You'll really enjoy being the new owner of this beautiful instrument!

Worth more than our price of \$3295.00 (Stock No. NEL-3107)



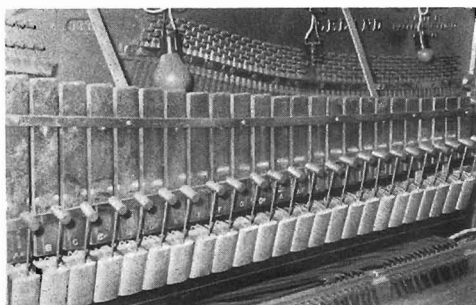
**EMPRESS (COINOLA) NICKELODEON PIANO**  
With metal orchestra bells...

This nickelodeon piano was sold under the "Empress Electric" name by Lyon and Healy of Chicago. It was made during the World War I era. The piano plate bears the "Leland" trademark - one of several used by Lyon & Healy.

An identical instrument is pictured as the "Bell Piano" at the left side of page 51 of "Put Another Nickel In."

Instrumentation consists of a piano, mandolin and a two-octave (24 notes) set of orchestra bells. These mechanisms are Coinola and were made by the Operators Piano Co. of the same city. The piano uses a regular ten-tune type "A" roll; one of which goes with it. Additional rolls are available at low cost.

This instrument has been partially rebuilt. A complete pneumatic rebuilding is recommended. In addition, a non-original coin slot has been put on the front, and the opening for the original one is vacant on the side. Apertures have been cut in the bottom board and also in the lid to



The melodious repeating orchestra bells (two octaves).

permit a view of the interior. If you are a stickler for originality, you will want to re-do these boards (simple pieces of wood with quartered oak veneer on them). You may want to leave them as they are, however, as the insides are interesting to watch. We have an open bottom panel on an Empress instrument here in our showroom.

The case is of light limed quartered oak. The front is highlighted by three pretty multicolored art glass panels which are illuminated from within as the instrument plays. Dimensions are: 5'2" wide, 2'8" deep and 4'8" high.

Coinola orchestra bells are pure toned and melodious. When restored this nickelodeon will be a lot of fun to listen to.

\$1995.00 (Stock No. COI-3070)

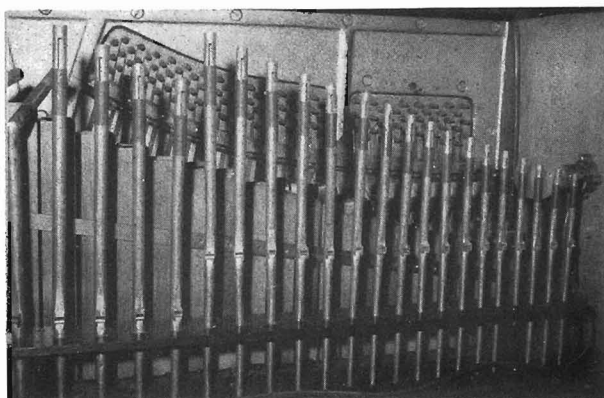
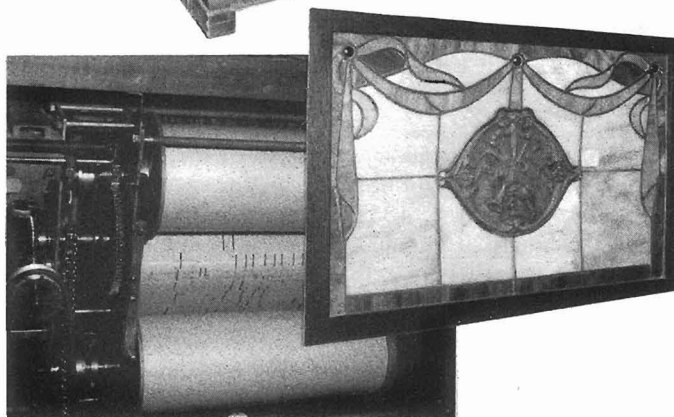
## COINOLA MIDGET ORCHESTRION

With violin and flute pipes

Casewise, this is one of the most attractive Coinola Midget Orchestrions we have had the pleasure of handling. The interior needs a lot of work, but being a Coinola "O" roll orchestrion, it is certainly worth the effort.

The instrument contains a piano plus a rank of violin pipes and a rank of flute pipes (the same complement as the pipe section of the Coinola SO, and mounted on an identical chest). The various extra instruments are automatically controlled from the music roll, or via on/off switches at the left side of the orchestrion.

The instrument uses the well known type "O" Coinola orchestrion roll which plays the pipes via a special solo section cut into the right side of the roll. The solo scale encompasses two octaves (24 playing notes).



The flute pipes are of wood; the violins, of metal.

The instrument was restored several years ago. During the restoration a number of non original parts were added. Also added was a supplementary vacuum pump. Although the instrument will now play after a fashion, the next owner will want to re-restore it. A small crack in the left side of the piano plate will require welding. This means that the piano will have to be (or at least should be) restrung... a good idea anyway. We offer the instrument as completely unrestored, and price it accordingly.

Recuts of "O" rolls are now available from the Player Piano Co. of 620 E. Douglas St., Wichita, Kansas. Each roll is of ten tunes. A wide variety is available. To start your library, the first three rolls are compliments of us.

The case of this Midget Orchestrion is of attractively patterned quartered oak. The front is set off with red cloth in the grill panels. At the center top is a beautiful panel of opalescent art glass with a musical motif medallion in the middle.

Case measurements are 4' wide, 2'2" deep and 5'3" high.

Classic orchestrions of all types are a vanishing species. The "O" roll instruments are particular favorites of collectors. It is our guess that any Coinola "O" roll orchestrion will be a \$4000.00 item within three years.

In the meantime, buy this one for just \$2295.00 (Stock No. COI-2485)



## CHOICE PIERRE EICH SUPER VIOLIN PIANO

In excellent condition with many rolls

Designated as the Super Violin model this nickelodeon piano features an excellent keyboard piano, a mandolin attachment and a rank of 30 well made and excellently toned violin pipes. The violin solo part of the piano scale is arranged so that the piano may be silent during the playing of violin solo passage, or the violin pipes can play one series of notes while the piano plays an entirely different series as accompaniment.

This instrument was made circa 1930 by the firm of Pierre Eich. This company was well known for its quality instruments, many of which had elaborate expression capabilities.

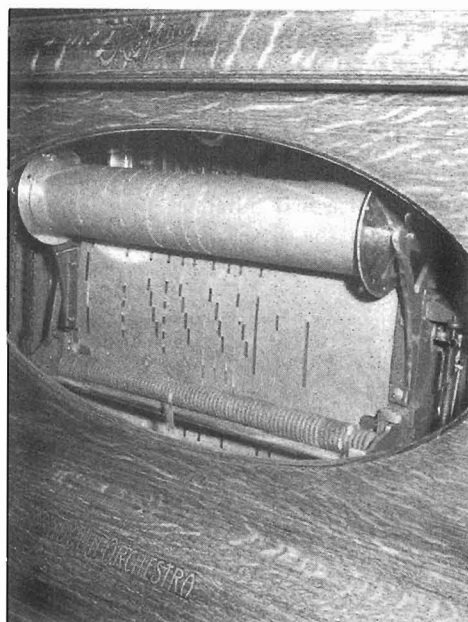
The Super Violin measures 6'8" high, 2'8" deep and 5'3" wide. It will take up no more floor space in your home than will an ordinary upright piano. As is the case with any keyboard nickelodeon, it can be played by hand in the regular manner if desired.

The exterior of the Super Violin is decorated with beveled mirrors and illuminated escutcheons and with two green art glass panels (in the roll doors). The instrument is unrestored but is very clean and will be a pleasure to work on. We would estimate that a complete restoration would not be necessary to get it playing again, as many of the pneumatics are still supple.

Two dozen multi-tune popular rolls go with the instrument. We have a large stock of additional rolls available cheaply.

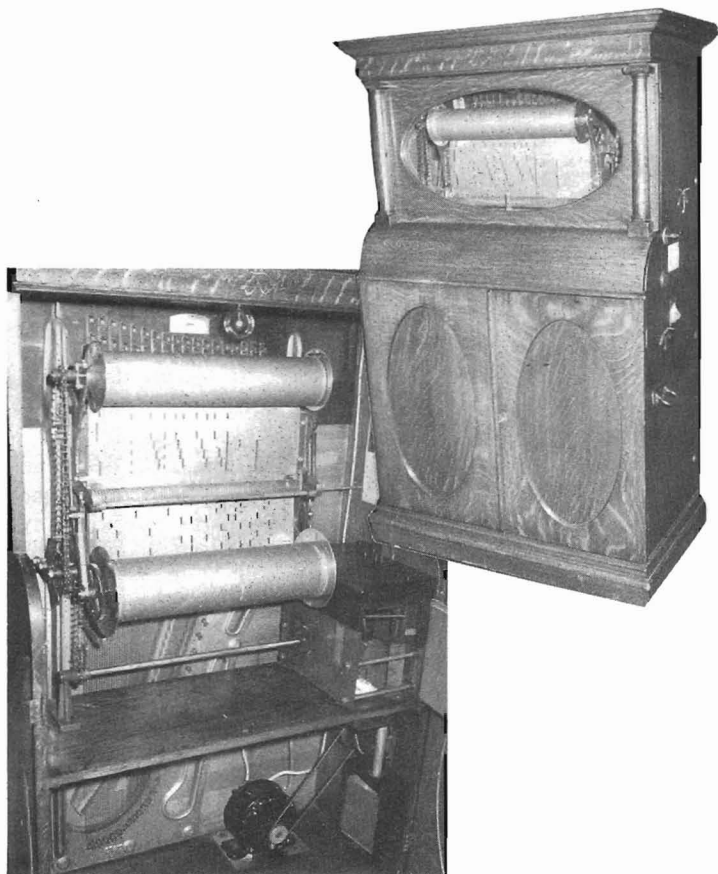
Expression in the music is provided by a double swell shutter in the top of the instrument. We have never heard a Super Violin, but judging from the way it is made and the way that the music rolls are laid out, we imagine that it will be a very choice piece from a musical standpoint.

Our price is quite low: just \$1995.00. (Stock No. EIC-1831)



View through the oval glass window in the Regina Mandolin Orchestra (see description on the next page). This particular instrument is a really choice one!





**OUTSTANDING REGINA MANDOLIN ORCHESTRA**  
A late electric (original) model...

Although the Regina Music Box Co. of Rahway, N.J. marketed several different types of coin-operated pianos (including some made by Peerless of St. Johnsville, N.Y. and others made by Marquette of Chicago), the only one that achieved a large volume of sales was the Regina Sublima.

The term "Sublima" was a favorite of Regina for it was used to describe several different types of disc music boxes as well. However, it is best remembered today for the Regina Sublima Piano - a coin-operated mechanical piano which uses a heavy manila paper roll. First introduced after the turn of the 20th century these instruments were known simply as Sublima Pianos. Later the name was expanded to the glorious-sounding "Regina Sublima Piano and Mandolin Orchestra." Still later the name was contracted to "Mandolin Orchestra" - the name appearing on the specimen offered here.

Known officially as a Style 304, this was one of the few types of Regina Sublimas that were originally issued with electric illumination and an electric motor. (Most other types were spring wound) This style was first introduced in 1906. The last one was shipped from the factory in early 1920. The instrument offered here bears the serial number 3041821 (which, translated, means No. 1821 of Style 304) and was shipped from the factory to its first owner in Wisconsin on August 29, 1919.

The Mandolin Orchestra is of medium size (5'6" high, 41" wide, 22" deep), although its graceful lines make it look more petite than this. The one we offer is in a golden quartered oak case that will require no refinishing or attention.

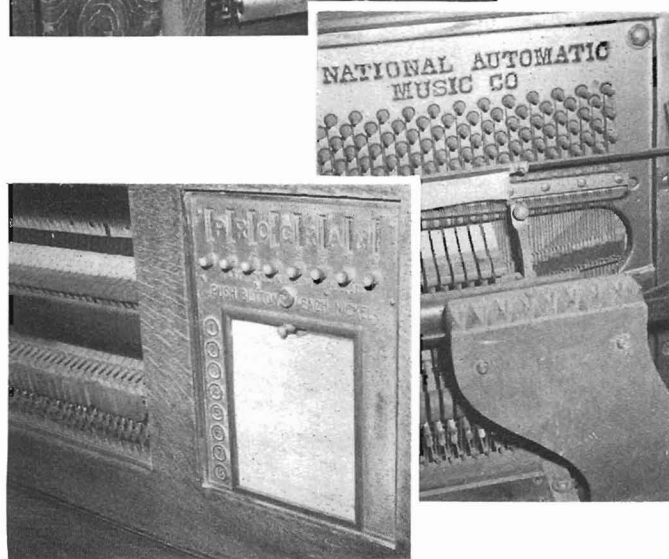
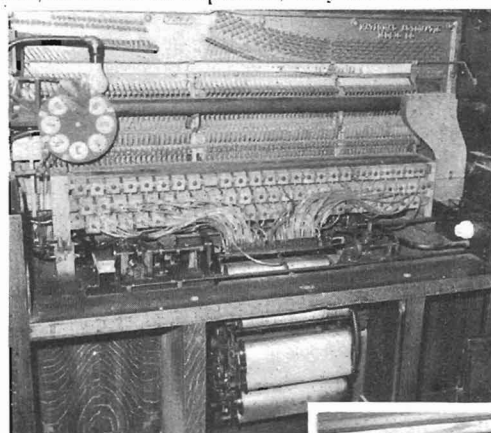
The Mandolin Orchestra plays one tune (from a five tune roll) upon receipt of a coin. The sound can be that of a straight piano, or, by means of a lever on the right side, a tremolating mandolin-like tone may be turned on. The sound is pleasant, a bit nostalgic, and is reminiscent slightly of a Wurlitzer Mandolin Quartette - although the Regina instrument is more subdued.

With this Mandolin Orchestra are three rolls. The instrument is crisp, clean, and immaculate throughout. It plays well and is ready to perform the moment that you get it. A nicer Regina Mandolin Orchestra could not be found.

\$2495.00 (Stock No. REG-3158)

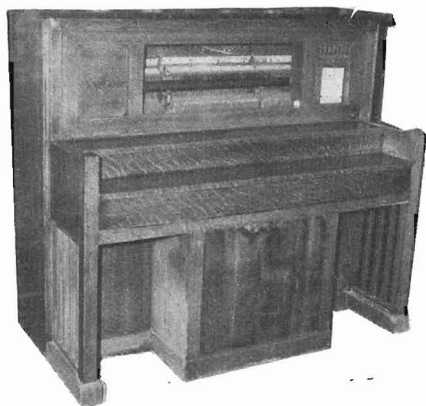
#### NATIONAL NICKELODEON PIANO W/ROLL CHANGER

For rhythmic toe-tapping nickelodeon piano music the National is hard to beat. The arrangements are snappy, fast and have that "Roaring Twenties" sound. For this reason Nationals have always been good money earners in museums and, as would be expected, they are collectors' favorites.



Views of the National nickelodeon piano. This type is one of the most interesting ever made. The music is snappy and melodious too!

From a mechanical viewpoint the National is quite intriguing. Some of its unusual features are: (1) An automatic roll changing device that holds eight different rolls. When a roll has played through it disengages immediately from the near-the-tracker-bar position and moves away so that another roll can be brought into place. The reolling is then done while another roll is playing - an unusual feature. (2) A tune selecting device. This is accomplished by having eight



different coin slots - one slot for each of the eight rolls! Put a nickel in the appropriate slot and you get the tune you want to hear! (3) A tune indicator. A numbered wheel, one number of which is visible at a time through a small window, indicates which tune is currently in the playing position.

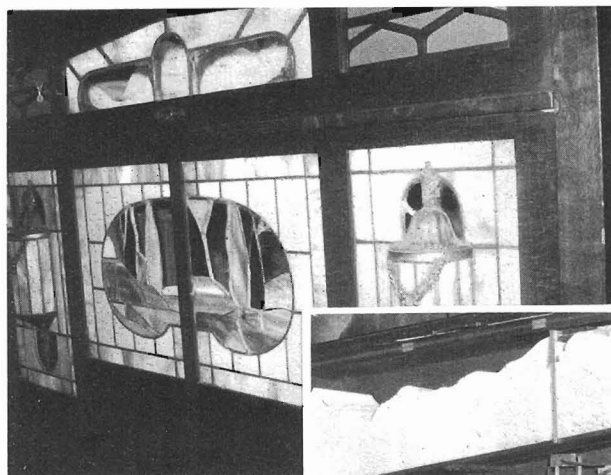
The instrument offered here is in an attractive light golden oak case. Although it has not been rebuilt, some work has been done on it and it presently plays well. It sounds very nice and will be enjoyed by all who hear it. We offer it, however, as an unrestored instrument. With it are enough rolls to completely fill the automatic changer and some extra rolls as well.

Similar specimens are illustrated on pp. 122 and 203 of "Player Piano Treasury." The latter one, the Allen instrument, appeared in one of our earlier catalogues.

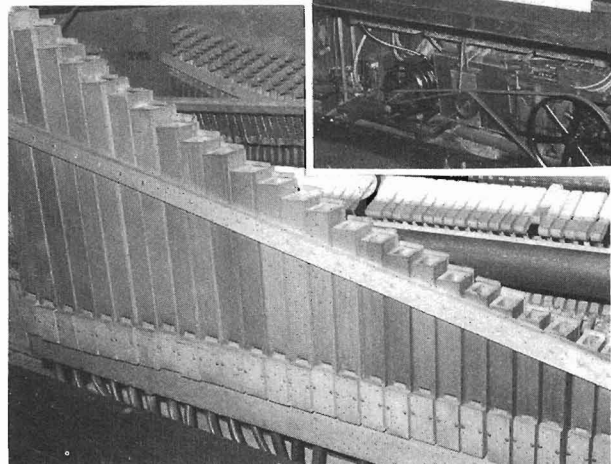
An outstanding value at just \$1495.00. (Stock No. NAT-1958)



Overall view of the Link Style C nickelodeon piano with pipes. In its tall art glass fronted case it is at once handsome and impressive!



Views of the Link Style C. Above you see the large art glass panels; to the right, a view of the interior of the case; below, the bright row of flute pipes. This instrument dates from around 1920 and was made by the Link Piano and Organ Co. of Binghamton, N.Y.



BEAUTIFUL LINK STYLE "C" NICKELODEON  
With beautiful art glass front...

The beautiful and colorful scenic art glass panels (five panels in all) on the front of this Style C Link piano are perfectly set against a background of light quartered oak. Approaching this instrument from the front one cannot help being impressed by its appearance!

The instrument is a Link Style C. Made during the 1920's it contains a piano, a mandolin attachment and a rank of melodious flute pipes. The present example is partially rebuilt and plays - but, considering its beauty and historical significance, is worthy of a complete rebuilding with a collector's loving care.

It uses the standard 15-tune Link type "RX" rolls, three of which go with it. Additional rolls are available at low cost. The Link RX rolls are well known for their sprightly and snappy music arrangements which typify the Roaring Twenties period.

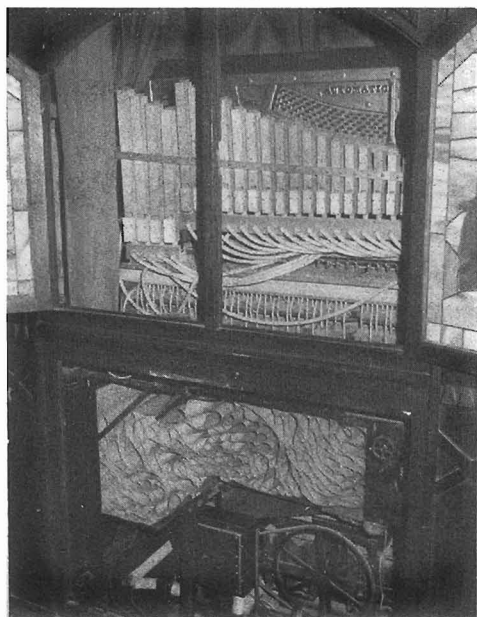
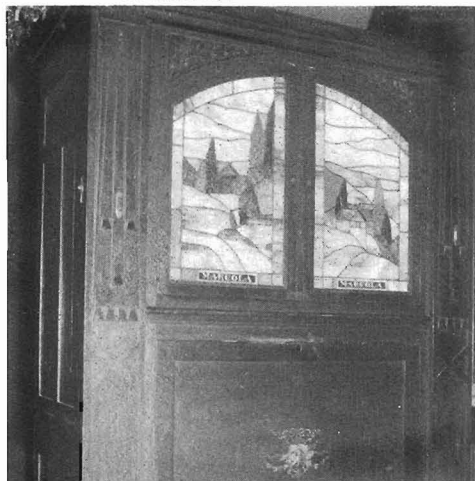
Measurements are: 6'4" high, 5'6" wide and 32½" deep. It will be the attraction of your game room or den!

\$3495.00. (Stock No. LIN-3146)

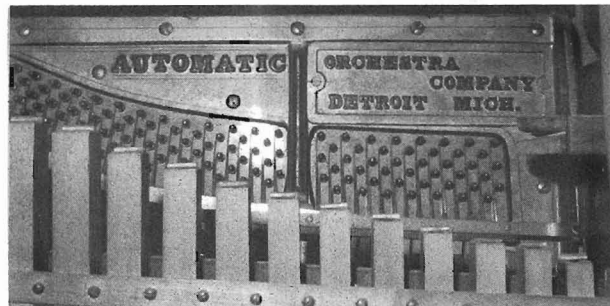
## CABINET-STYLE LINK/MARCOLA NICKELODEON

In beautiful art glass case...

This Link/Marcola nickelodeon is interesting and impressive. It is housed in a large ornate cabinet and is about the size of a Coinola SO orchestrion. It measures 6'10" high, 5'2" wide and 2'9" high. The front is ornamented with two large art glass panels and ornate scrollwork. Affixed to the front are two hanging art glass lamps (not shown in our pictures: one needs repair - and both will be shipped in a box with the instrument).



The instrumentation consists of a piano with expression controls, a mandolin attachment and a rank of flute pipes. The machine was made by the Automatic Orchestra Company of Detroit, Michigan. The insides are that of a large Link cabinet-style piano with mandolin and flutes. The entire Link chassis was purchased intact by the Automatic Orchestra Co. and inserted in the large art glass cabinet. It was then sold under the trade name of "Marcola." (The Automatic Orchestra Co. of Detroit was either the same as or



The piano plate of the Marcola showing it in two ways: with and without the "Orchestra Company/Detroit/Mich" overlay in place.

was affiliated with the Marquette Music Co. of the same city - hence the Marcola name. This has no connection with Chicago's similarly-named Marquette Piano Co.).

The piano plate of the instrument reads AUTOMATIC ORCHESTRA COMPANY / DETROIT MICH. The last part of this signature is a cast metal plate which has been affixed over the regular piano plate. Removing the plate we read: AUTOMATIC MUSICAL CO. / BINGHAMTON / NEW YORK. The serial number of the instrument is 6011.

This colorful nickelodeon uses the regular Link "RX" roll, three of which go with it. Extra recuts of these 15-tune rolls may be obtained from Mr. Edward Freyer of Box 373, Flemington, N.J.

The instrument is in choice unrestored condition. It will need rebuilding of the pneumatic portion and will need refinishing of the case - although the pneumatic part was done several years ago, so parts may still be serviceable. Some small repairs are needed to the art glass. In person the tall art glass fronted instrument is very pretty and is quite impressive. When rebuild the nickelodeon will be a real showpiece. As it is, to our knowledge, the only one of its kind it will attract much attention from advanced collectors. By the way, it has four(!) separate coin slots, so you won't have to do much looking to find where to drop a nickel.

It is offered for just \$3495.00. (Stock No. LIN-2343)

### CASE REFINISHING...

We can refinish any music box, coin piano, orchestrion or organ case to your specifications - anything from touch up work to "factory new" condition! We'll gladly quote a refinishing estimate to your order for any instrument listed in this catalogue. Another service from H&B!

---Terry Hathaway

---Q. David Bowers



# The "Wurlitzer Harp"

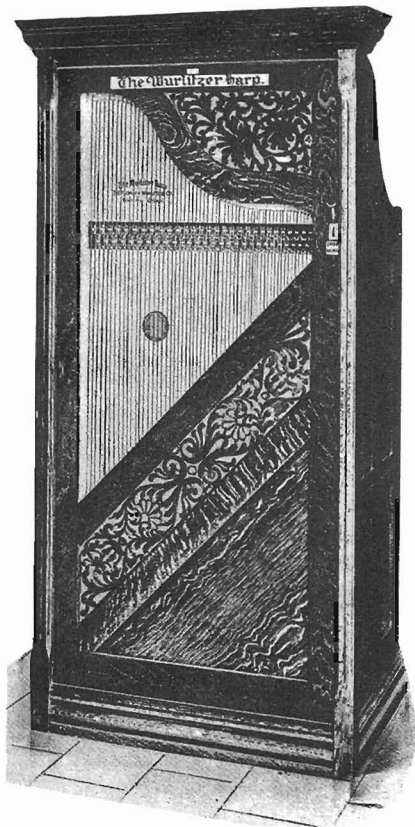
WE DESIRE to announce that after eight years of constant labor, the "Wurlitzer Harp" is now ready for the market, and we will assure you that it is a wonderful attraction from both a musical and mechanical standpoint. This is the latest addition to our line of Automatic Musical Instruments, and is by far the most refined of all musical attractions. The harp is in full view, being covered by a large plate glass, thus affording your customers the opportunity of watching the fingers (almost human) pick the strings. The soft, sweet music of the Wurlitzer Harp makes it especially desirable for places where an electric piano can not be used on account of the music being too loud.

Being operated by a nickel-in-slot arrangement, it is not only a great attraction, but a money-maker of no small proportion.

## DESCRIPTION

Case, handsome quarter-sawed oak, with carved panels. Height, 6 feet 6 inches; width, 3 feet; depth, 2 feet. The perforated music rolls are only 8½ inches wide, and contain six tunes each. The harp is fitted with an automatic rewinding device, which, when the end of roll is reached, automatically re-winds itself in thirty seconds. A dial, with numbers from 1 to 6, always indicates the number of the tune that is being played. An electric light on the inside of harp, just above the strings, proves an attractive feature. Another feature of no small importance, is the fact that six nickels can be inserted at one time and you will receive six tunes without any further attention.

## THE WURLITZER HARP



A Refined Musical Attraction, with Nickel-in-Slot Attachment and Operated by Electricity

# WURLITZER

U.S. PAT. OFF.

Above: An early Wurlitzer catalogue description of the Style A Harp. In its ornate and beautiful case the Automatic Harp is a real attraction!



## WURLITZER STYLE A AUTOMATIC HARP

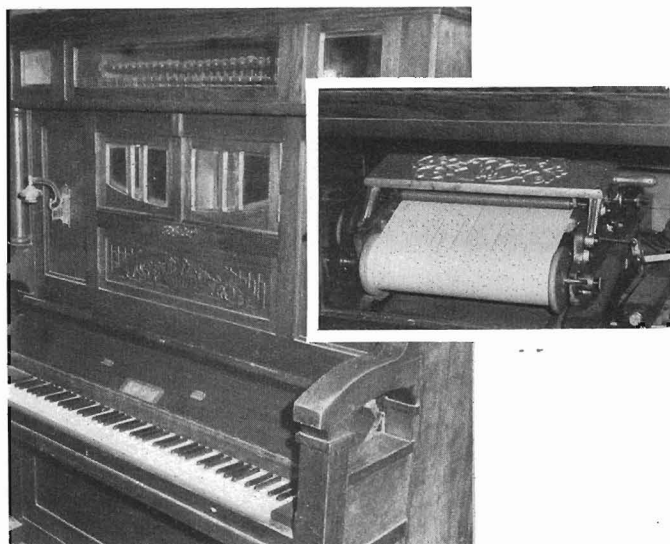
The Wurlitzer Automatic Harp is one of the classic American automatic musical instruments. Along with such pieces as the Violano Virtuoso and the Encore Banjo the Wurlitzer Harp is at once interesting appearing and unusual.

The Style A Harp was manufactured by the J.W. Whitlock Company of Rising Sun, Indiana. According to information we now have (we have the Whitlock factory records) some 1,500 Automatic Harps in all were made, beginning in 1905. Two hundred and thirty eight different Harp music rolls were produced.

The Style A Harp we offer here is in an attractive light golden quartered oak case. It measures 6'5" high, 3'4" wide and 2'3" deep.

The Harp has been worked on and "improved" by strengthening the framework and pin block with steel tie rods and bars. For exhibition purposes (this Style A Harp was part of a leading musical exhibit) the rewind-type roll mechanism was converted to an endless type (but using the original roll drive and tracker bar assembly). To rebuild this instrument to its original condition, as the purist will want to do, will require a lot of work - and is a task not to be taken lightly! It can, however, be done - and with an instrument of the Style A Harp's rarity and importance, it is well worth it. Although the pictures do not show it, the interior is "rough." We don't mean to overemphasize the pejoratives, but we do want to give a realistic description of the work needed. Of course, if the desire is just to "make it play," without concern for 100% originality, then very little work will be necessary.

The price we ask for this Harp gives a \$500.00 to \$1,000.00 reduction from what we would ask for a choice unrestored Style A Harp - so this allowance will go a long way toward the expense of rebuilding. This will, we hope, give you an incentive to buy it! In any event, we offer this prize classic Style A Harp for just \$2495.00 (Stock No. WUR-3150).



### BEAUTIFUL WEBER GRANDEZZA XYLOPHONE PIANO With exquisite expression effects

We offer a choice Weber Grandezza nickelodeon piano with xylophone. From the standpoint of musical dexterity and beautiful expression the Grandezza is one of the finest such instruments ever made.

The Grandezza consists of a fine keyboard piano with elaborately constructed expression mechanisms in the manner of a reproducing piano. Accompanying the piano are two extra instruments: a mandolin attachment and a large xylophone.

The music is arranged so that the xylophone can play solo effects. This is done by pneumatically disconnecting the upper notes of the piano when the xylophone plays. At the same time the lower two thirds of the piano plays accompaniment to the xylophone. This means that during certain passages the xylophone will play solo (without any piano notes being played at the same time).

The music is wonderfully arranged, with the overall result being that the Grandezza is a very listenable instrument. We highly recommend it, not only as a nickelodeon piano, but as an instrument capable of playing popular or classical music in a serious and soulful manner.

The Grandezza is impressive in appearance also. It measures 6'3" high, 5'6" wide and 3' deep. The xylophone is mounted horizontally behind glass at the top of the instrument - so you can watch the strikers in action as it plays. The case is of light oak and is sound throughout. Although refinishing isn't necessary (touching up would do) we would recommend it considering the value and desirability of the instrument. As is the case with any instrument we offer, we can have it refinished here for reasonable cost.

Mechanically, the instrument is in very choice unrestored condition and will present no undue problems. We'll gladly help you with any technical advice you might need during rebuilding. We are familiar with the mechanisms of this and other instruments and are always willing to share our knowledge with you at no charge when you purchase an instrument of any type from us.

The Grandezza comes with a library of a dozen multi-tune rolls mostly of popular selections. Additional rolls are available.

An excellent value for just \$1895.00 (Stock No. WEB-1824)

**SPECIAL BONUS:** If you order the above Weber Grandezza before September 30, 1969 we'll deliver it free of charge anywhere in the continental U.S. Or, if you're ordering from overseas, we'll do the export packing free of charge and deliver it to the dock. As this is a choice, selected Grandezza to begin with (this was one of three selected from a group of about a dozen offered) your savings are really terrific!

### CHOICE WEBER GRANDEZZA WITH XYLOPHONE Beautiful and desirable

This Weber Grandezza is, case-wise, the twin brother of the Grandezza listed and sold from page 34 of our Catalogue No. 8.

Instrumentation consists of a high quality piano with extensive expression controls, a large melodious xylophone and a mandolin attachment.



Consider this beautiful Weber Grandezza. Among Grandezas, this is a very choice one!

The case measures 6'2" high, 5'4" wide and 3' deep. The case is of light golden oak and is well preserved. Refinishing will not be necessary.

This Grandezza is in choice unrestored condition and is excellently preserved throughout. As a xylophone piano the Grandezza has no peers and few equals. From a musical standpoint it is superb. The case is beautiful. All of this adds up to an instrument that is desirable in all respects.

With the Grandezza goes a supply of multi-tune rolls. Additional rolls are available. Just \$1895.00 (Stock No. WEB-2025)

**SPECIAL BONUS:** If you order the above Grandezza before September 30, 1969 we'll deliver it free of charge to anywhere in the continental U.S. - or we'll crate it free for export. As this is an outstanding and selected piece to begin with, this offer represents a real value for you!

### THE PUBLIC MUSEUM OR TOURIST SPOT...

If you have a tourist attraction consider the appeal of a nickelodeon piano, organ or other automatic instrument. Everyone loves music. An authentic old-time instrument will not only attract lots of attention, it will provide you with earnings via its coin slot!

We have provided instruments to the leading tourist attractions and are thoroughly familiar with which ones earn the most money, which attract the most attention, etc. If you are the owner of a commercial location let us share our experience with you.

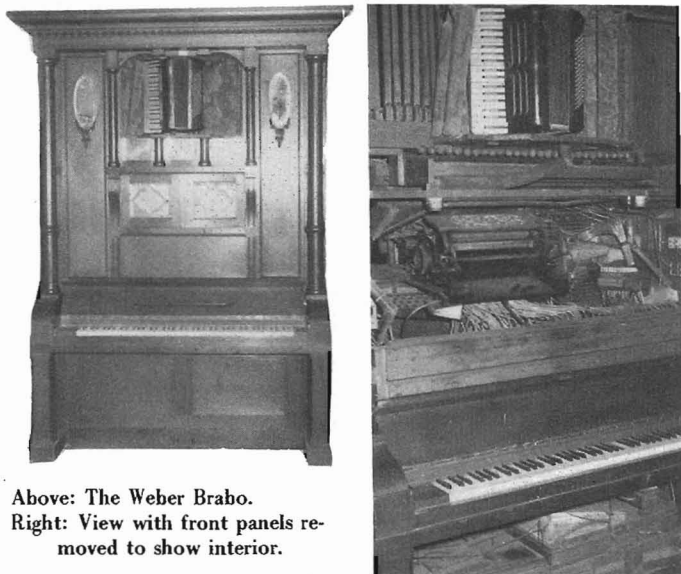
---Terry Hathaway  
---Q. David Bowers

## WEBER BRABO ORCHESTRION WITH ACCORDION

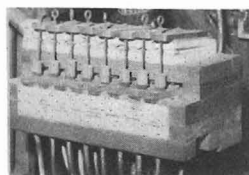
When rebuilt this Weber Brabo orchestrion will be a handsome addition to any collection. The case is of light oak and has a magnificent classic appearance. It is one of the largest keyboard orchestrions ever made.

The dimensions are 8'3" high, 5'3" wide and 2'11" deep. The instrumentation consists of a piano, mandolin attachment, xylophone, a rank of violin pipes, and an accordion. The accordion was not original equipment with the orchestrion, but was added later. It can be removed easily if desired.

The orchestrion is unrestored. However, the components are well preserved. The instrument will be a pleasure to rebuild. The case will not need refinishing; some touch up work will suffice.



Above: The Weber Brabo.  
Right: View with front panels removed to show interior.



Above: The register controls for the changing effects.

Left: The accordion with violin pipes behind it.

If you like the expressive sound of Weber orchestrion music then you'll really enjoy this instrument when it is completed. If desired we can have the instrument rebuilt here — or we'll gladly assist you with advice, ordering supplies, etc. if you do it yourself.

This beautiful and impressive orchestrion is offered for just \$3495.00. (Stock No. WEB-2026)

### GOING, GOING, GONE!

Each of our past catalogues has virtually been a complete sellout! Choice instruments at wholesale prices do not remain unsold for long! Check through this catalogue carefully, and then write or call us for the best buys in the automatic musical instrument field.

---Terry Hathaway  
---Q. David Bowers

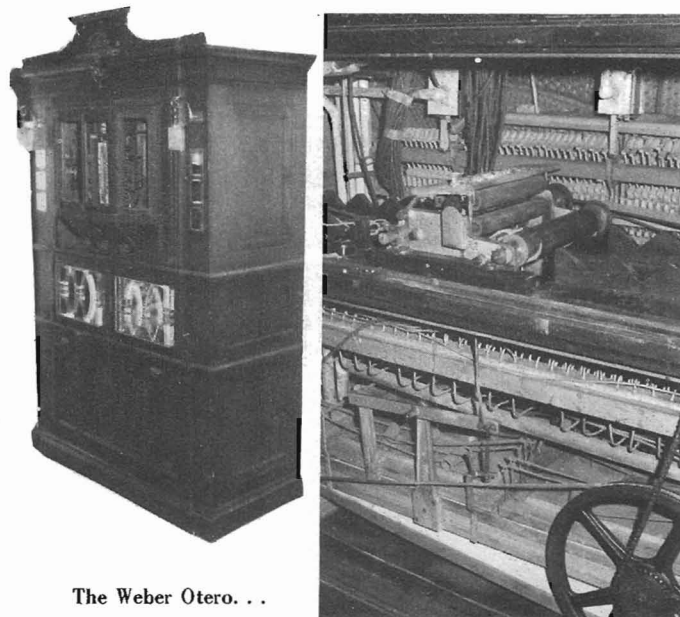
## A BEAUTIFUL WEBER OTERO ORCHESTRION

A true classic in all respects...

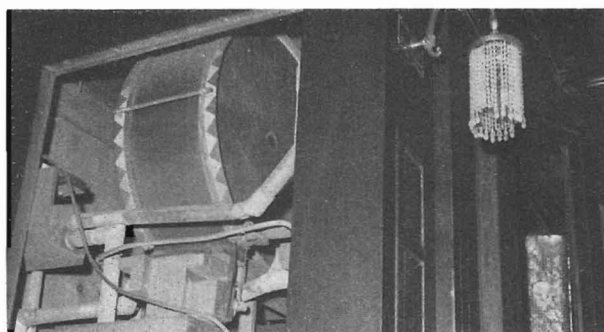
This beautiful Otero model orchestrion is an excellent example of a large Weber orchestrion — one of the makes most highly prized by collectors today.

This instrument dates from the 1910-1914 era. The instrumentation consists of a fine piano, a mandolin attachment, a rank of violin pipes, a large and melodious xylophone, a bass drum, tympani (kettle drum effect), a snare drum, triangle, crash cymbal, castanets and an accordion. It plays with a standard Otero/Styria roll, a dozen of which go with it (all multiple tune rolls). Additional rolls are available.

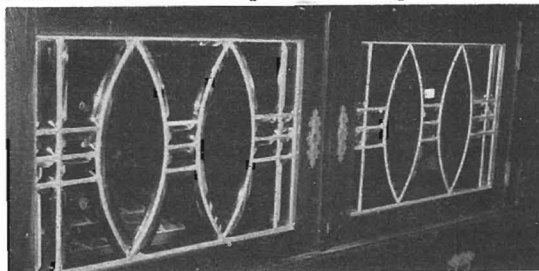
The instrument had the accordion added, probably by a local Weber distributor as the wood trim matches perfectly. The accordion is connected to a register of what would otherwise be another rank of pipes. (If desired, we'll trade you a suitable rank of pipes for the accordion).



The Weber Otero. . .



The bass drum as seen through the left side panel.



The beautiful mirrored roll case doors.



The appeal of the Weber pianos and orchestrions is due to the excellent arrangements on the music rolls and to the excellent craftsmanship with which they were built. The Otero is equipped with many expression devices to really play the music with "feeling."

The instrument is in need of thorough restoration. It will be a lot of work, but the resulting music will be well worth the wait and the effort! In many respects large orchestrions such as this one are easier to rebuild than small ones as the various components - the drum and trap assemblies, the piano, the chests, etc. - can be easily removed from a large instrument without disturbing the rest of the apparatus. This permits the instrument to be rebuilt one section at a time.

Measurements of this magnificent instrument are 10' high, 6½' wide and 2'10" deep. The top and bottom are connected by junction blocks and can be quickly disconnected to permit easy moving. If you have a height problem, then you can gain nearly a foot of space by removing the decorative top gallery.

An excellent value - an instrument that will be a classic centerpiece for your collection - for just \$4995.00. (Stock No. WEB-1620)



## PEERLESS 44-NOTE NICKELODEON PIANO

With beautiful beveled glass front...

This early 44-note Peerless nickelodeon piano has survived in excellent condition. Like many of its brethren, it was converted to play Pianolin rolls (obtainable now in recut form) many years ago.

The cabinet is compact and is well proportioned. Measurements are 5'5" high, 2'7" wide, and 2'1" deep. The top of the cabinet has an ornately sculptured beveled glass panel through which the interior is visible. The glass, which has the word "PEERLESS" etched on it, is immaculate, as are the interior gold decals, etc.

A "classic" nickelodeon. This one will require at least partial rebuilding (some rebuilding has already been done). It will be a pleasure to work on! When you are finished, you'll have a jaunty little nickelodeon piano that will be the epitome of turn-of-the-century nostalgia!

Just \$895.00 (Stock No. PEE-3142)

## MILLS

### Violano-Virtuoso



### THE MILLS VIOLANO-VIRTUOSO

Violin playing machine...

The Mills Violano-Virtuoso had its inception with a violin-only model made around 1904. This instrument, named the "Automatic Virtuosa," achieved modest success in the marketplace. A 1908 tour of England which featured a Virtuosa playing in stage performances accompanied by a human pianist convinced Mills that an automatic piano should be incorporated with the violin.

This was done. The result was the famous Violano-Virtuoso. Appearing first at the 1909 Alaska Yukon Pacific Exposition in Seattle the Violano-Virtuoso stole the show at the U.S. Patent Office Exhibit. From that time until about 1930 Mills produced about 5,000 of these instruments.

Today the Violano is a favorite with collectors. Virtually every representative collection includes at least one specimen of this intriguing device. Fortunately, Violanos are among the most plentiful (if a population of a few hundred can be called plentiful) of the old time coin operated music machines remaining with us.

The Violano-Virtuoso is completely electrically operated via small electric motors and electromagnets. A series of wire brushes "read" the holes in the Violano paper roll as it passes over the contact roller.

The instrumentation of a single-violin model consists of a real violin which is played automatically. The bowing is accomplished by four rosined celluloid discs which revolve at varying speeds as called for by special perforations in the roll. The speed varies with the type of passage being played. The fingering of the strings is done by a series of tiny electromagnetically operated mechanical fingers which lift and stop the strings at the appropriate intervals.

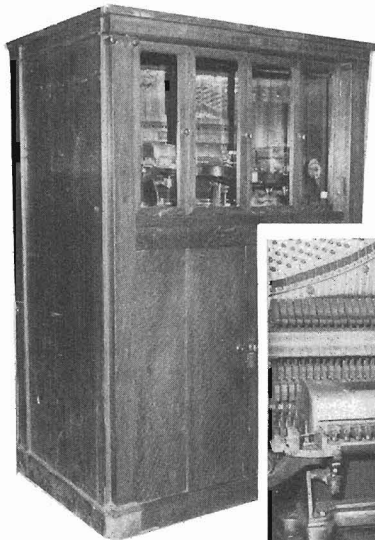
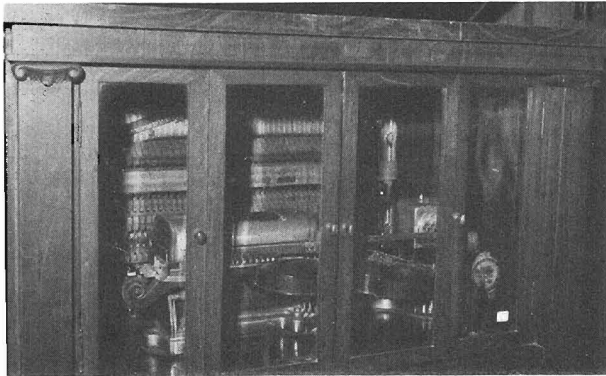
Properly regulated, the Violano is very musical and expressive. The human interest factor of a Violano is very high. The Violano-Virtuoso is and will continue to be a favorite of collectors everywhere.

We offer the following for sale...

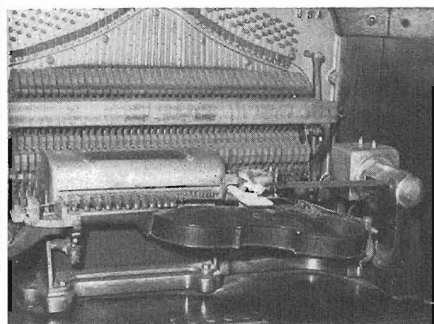
## VIOLANO-VIRTUOSO IN QUARTERED OAK CASE

This Violano is an an attractively patterned light oak case. It is a single violin (with piano accompaniment) model and measures 5'3" high, 3'7" wide and 2'7" deep.

The case will need some veneer work (we can supply the needed veneer), especially around the base strip. Otherwise it is just in need of a normal refinishing.



MIL-1794



The interior of the instrument is in need of regulation and repair. The Violano can be fairly described as being an instrument which is close to being in playing condition. The previous owner had it playing two years ago. In the interim it has been in storage.

The Violano is attractive, sound and when playing once again it will be a prized possession of its new owner.

We have priced it to be an excellent value for just \$1695.00 with three rolls (5 tunes per roll); or just \$1635.00 without rolls. (Stock No. MIL-1794)

### BUILDERS OF GREAT COLLECTIONS...

We're justifiably proud that we have been selected as a prime supplier by nearly all of the leading automatic musical instrument museums in the world. If you're contemplating starting a museum we can furnish everything from educational exhibits to the instruments themselves... from tiny music boxes to large orchestrions and organs. You'll get the best value for your money at H&B. Equally important, you'll get the benefit of our experience. We know which instruments do best and which attract the public the most. We'll happily discuss our experience with you.

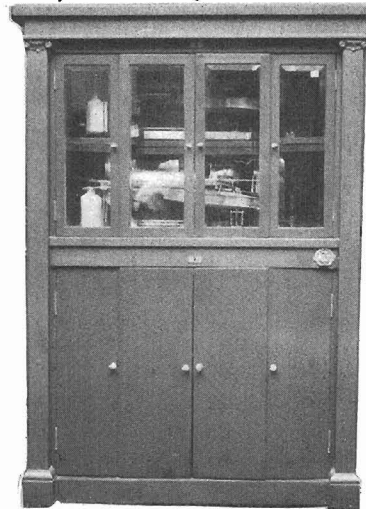
---Terry Hathaway

---Q. David Bowers

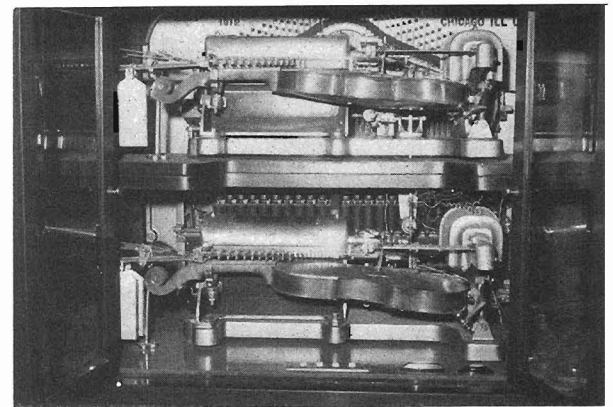


## "DOUBLE MILLS" DELUXE VIOLANO-VIRTUOSO With two violins.

The "Double Mills" (as it is called by collectors) is a perennial favorite. The double violin or DeLuxe models are fairly scarce. Only a few dozen are known to exist.



MILLS  
Violano-Virtuoso



MIL-2115

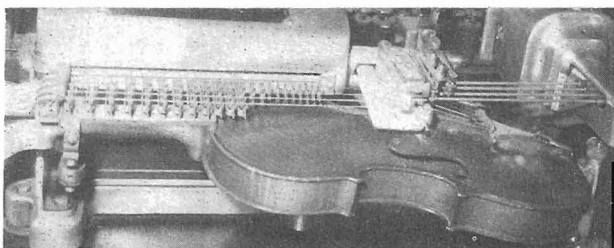
Views of the "Double Mills" Violano-Virtuoso. The piano is hinged at the back and swings out (like a door) for easy tuning and access to the interior. Violanos are well made, durable and, needless to say, quite interesting!

The specimen offered here is in a beautifully refinished mahogany case. It measures 5'9" high, 4' wide and 2'10½" deep.

The instrumentation consists of a piano and two violins. This Violano was acquired by us from the estate of a prominent collector. Much rebuilding work has already been done — such items as polishing of parts, some rewiring, etc. The only thing we would change if we were doing it ourselves would be the shelf for the bottom violin. It is presently a bright red color as its former owner intended to exhibit it in a restaurant.

The instrument is well on its way to being in beautiful playing condition. Purchase this one and you'll save quite a bit of time and money with the refinishing and other work that has already been done for you.

Our price for this classic instrument includes three music rolls. \$3395.00. (Stock No. MIL-2115)



This lovely DeLuxe Violano-Virtuoso will be at home in any fine collection. (Stock No. MIL-3149)

## A CHOICE "DOUBLE MILLS" VIOLANO

With two violins...

As an attraction the two-violin model of the Violano Virtuoso is highly desired by collectors everywhere.

Harvey Roehl, in his "Player Piano Treasury" book, gives a thumbnail sketch of this instrument:

"Throughout the years, various different models of the Violano appeared, the best known of which is the two-violin DeLuxe model, commonly referred to as the 'Double Mills.' This machine uses the same music rolls as the single models, so no new notes are played over that the one-violin jubs will do. However, since it is virtually impossible to keep two violin strings in exact pitch with each other, the result is not only one of increased volume, but a sort of apparent harmony as well."

In 1925 the DeLuxe model of the Violano sold for \$3,000.00 - which, in buying power, is equivalent to over \$10,000.00 today. This undoubtedly explains the rarity of this model.

Measurements of this DeLuxe Violano are 5'9" high, 4' wide and 2'10" deep. It is in an attractive mahogany case. The exterior of the case could use (but doesn't absolutely require) refinishing, or some touch up work. The interior needs only minor regulation work as it was playing when we purchased it.

This is a much above average condition specimen of the much wanted Double Mills. With it are given three free rolls of five tunes each. With the purchase of the instrument additional rolls are available at low cost.

Note: If you are an aficionado of Violano Virtuoso history, Mr. Art Sanders of the Musical Museum in Deansboro, N.Y. would like to hear from you. He sponsors the Violano Virtuoso Society and is keeping track of serial numbers and other information.

The price of this lovely Double Mills is just \$3495.00 (Stock No. MIL-3149)

## DO BUSINESS WHERE BUSINESS IS BEING DONE!

Thousands of dealers, collectors and museums from all parts of the world regularly do business with Hathaway and Bowers, Inc. With us you'll receive: (1)Accurate and authoritative descriptions; (2)Low wholesale prices; (3)Expert shipping and packing at low cost; (4)A pleasant and enjoyable transaction. Could you ask for more?

---Terry Hathaway

---Q. David Bowers

## WURLITZER STYLE 30-A MANDOLIN PIANORCHESTRA

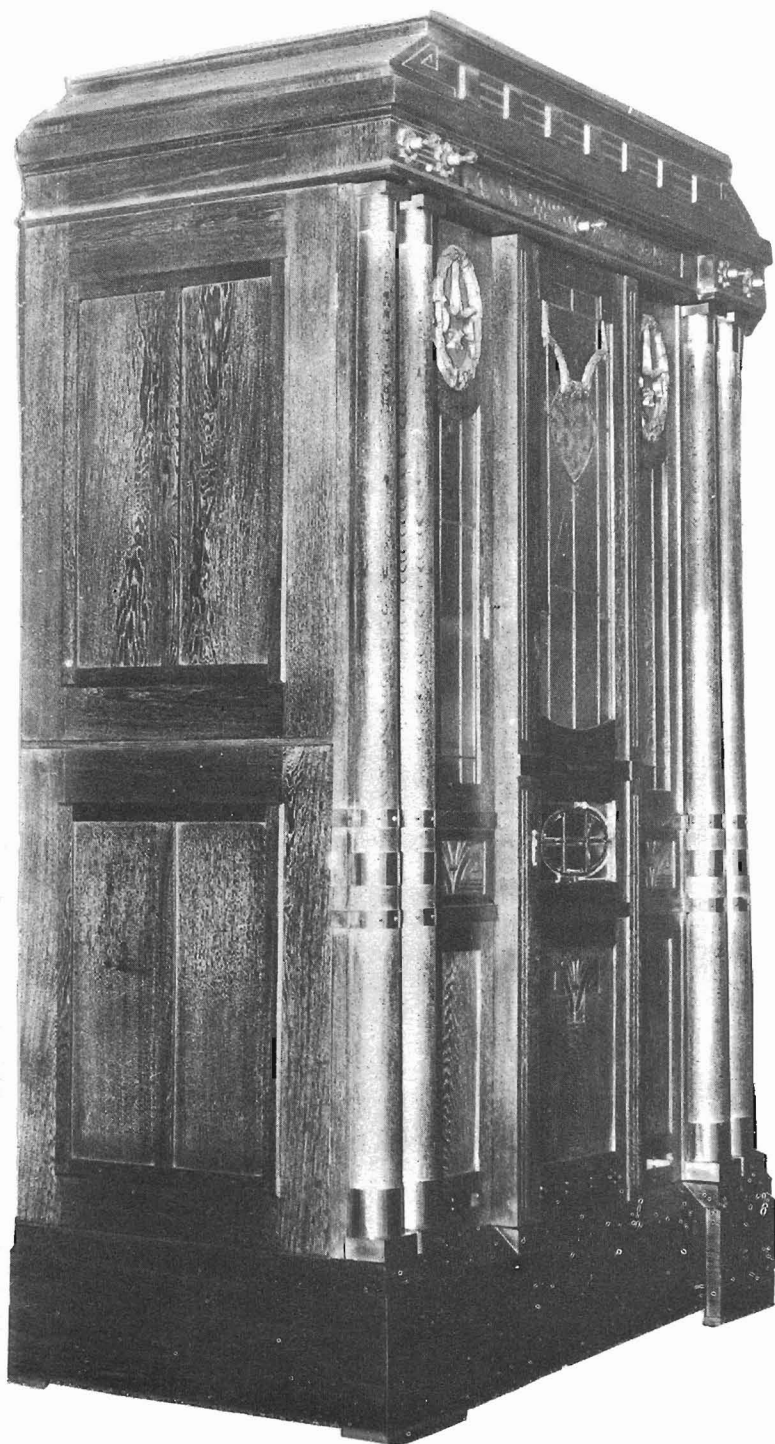
Perfectly restored to mint condition...

The Style 30-A Mandolin PianOrchestra was one of the most popular of the Philipps instruments sold by the Rudolph Wurlitzer Company. The handsome Egyptian style case is fronted with translucent glass which is illuminated from within as the instrument plays.

This instrument has been restored to perfect "mint" condition throughout. Every piece of cloth, leather, etc. has been replaced. The case has been refinished both inside and out. The instrument looks and performs as nice as it did when it was first sold by Wurlitzer about 60 years ago!

The instrument has been personally restored by Terry Hathaway. Approximately 2,000 hours were spent on it in order to achieve perfection in every detail.





The Wurlitzer 30-A Mandolin PianOrchestra

This instrument is illustrated on page 231 of "Put Another Nickel In" and on page 134 of "A Guidebook of Automatic Musical Instruments." It has been featured on CBS, NBC and Metromedia TV. It has appeared in several magazine and newspaper articles. It has been heard by many who have seen it on exhibit in our offices, and by others via its music on the "Wurlitzer and Weber Orchestrions – the Amazing Mechanical Concert Orchestras" record in our Marvels of Mechanical Music record series.

Here is the original Wurlitzer catalogue description of PianOrchestras in general: "The PianOrchestra is, without question, the most wonderful self-playing musical instrument ever built. It is a combination of all the different instruments used in a full symphony orchestra, assembled in a single magnificent case, and arranged to play in solo and concert work, exactly the same as a human orchestra... It is next to impossible to convey an idea of the PianOrchestra's magnificence with printer's ink. The many handsome styles must be seen and heard to obtain a fair conception of their appearance and musical possibilities..."

Concerning the Style 30-A in particular (the style we offer for sale here), Wurlitzer had this to say:

"MANDOLIN PIANORCHESTRA – Style 30-A. One of the finest types of the new Mandolin PianOrchestra. The artistic design of the case and splendid musical abilities harmonize perfectly and make it a high class attraction for the very best class of public resorts.

"The case is of quarter-sawed oak in the new silver gray finish, which is a blue-black mission color, with the grain filled in silver gray, making a very handsome background for the solid brass trimmings and the gold leaf mouldings and rosettes.

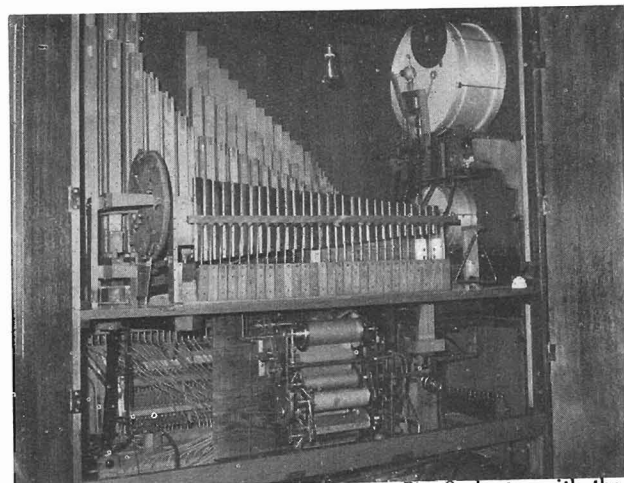
"On either side are two heavy circular columns extending from top to bottom, encircled with solid brass collars. The doors are set with stained art glass in brass pipings. The little rosettes at the top of the case are set with colored electric lights, showing off the richness of the design to the very best possible advantage. The entire case is a splendid specimen of the combined artistry of the skilled designer and cabinet maker.

"In keeping with the beautiful exterior, the volume, technic and expression of the music is equally rich and pleasing.

"Style 30-A contains 146 music pipes, representing as many instruments. These play in solo and accompaniment with the xylophone, chimes, mandolin, piano, triangle, castanets, cymbals, drums, etc. Some conception of the beautiful musical effects may be derived from the great number of pipes and variety of instruments it reproduces.

"Instrumentation: A high-grade piano with mandolin attachment; 30 piccolos; 19 violas; 30 violoncellos; bass and snare drums; chimes, 13 bars; 30 violins; 37 flutes; xylophone, 30 bars; kettle drum and cymbals; triangle, castanets and tambourine.

"This splendid instrument can be operated by nickel in the slot boxes, the same as other styles of the PianOrchestra; but is especially adapted to the better class places that



The Wurlitzer Style 30-A Mandolin PianOrchestra with the front removed.

employ orchestras and prefer to give their patrons first class musical entertainment free. Proprietors find that with this automatic orchestra their patronage increases rapidly, while their expense for music is practically nothing, although they can have it when they want it and as long as they want it.

"Style 30-A is about equal in volume to a 15-piece orchestra. It is operated by an electric motor and perforated paper music rolls. The music rolls contain from two to six selections each, and automatically rewind at the end of the last selection, ready to repeat the program or be changed as desired.

This style is built with the Automatic Roll Changing Device, but can be had without it if desired.

By means of this wonderful device a program running from an hour and a half to two hours can be given without the necessity of changing the music rolls or giving the instrument any attention whatever."

The 30-A offered by us does contain the Automatic Roll Changer. It comes with a library of music rolls of varied musical character.

This magnificent showpiece is one of the finest orchestrions and one of the most spectacular orchestrions in existence anywhere today. The acquisition of this wonderful orchestrion will automatically place your collection in the foremost rank of public and private collections in America today. Price and color photos on request.

#### LET US HELP YOU TO DECIDE!

Undecided as to which instruments we list are the best for your needs? We're familiar with all types of instruments, the music they make, their appearance and appeal and other things. Let us know in a general way the type of instrument you are seeking and we'll gladly make recommendations. Of course, you incur no obligation. Many of the leading collectors today started in a small way by buying from one of our catalogues. Whether you're contemplating a single instrument as a "conversation piece" for your home, or whether you're contemplating a museum full, Hathaway and Bowers, Inc. will give you the best instruments at the best prices. It would be a pleasure to hear from you.

#### REBUILT TO YOUR ORDER!

See an unrestored instrument that is especially interesting to you??? We'll happily quote you our prices on rebuilding the instrument to your requirements or refinishing it as you desire. Nothing beats the thrill of seeing and hearing one of these old time music makers come to life again! And, nothing beats the enjoyment you and your family will deriving from owning one!

--Terry Hathaway

--Q. David Bowers



HATHAWAY AND BOWERS, INC.

11975 E. FLORENCE AVE.  
SANTA FE SPRINGS, CALIF. 90670

#### POPPER & CO. SALON ORCHESTRA

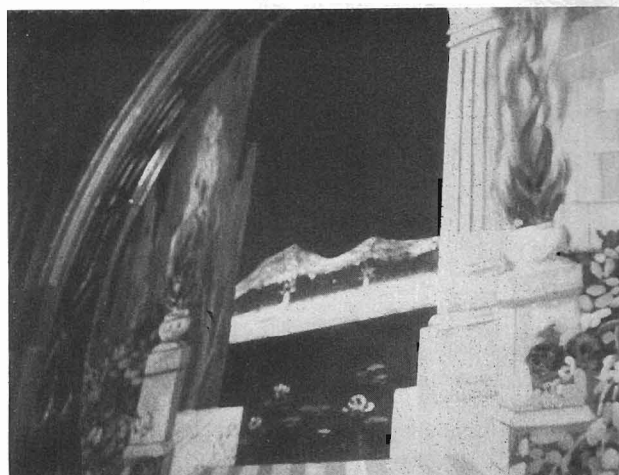
In an elegant case...

It is our pleasure to offer one of the most elegant orchestrions ever made during the "golden era" of orchestrion building. It was made by Popper & Co., one of the world's most prominent makers of these instruments, about 1915.

Designated as the "Salon Orchestra" it was intended to provide pleasing background music for fine homes, parlors and salons. It operates automatically from a multi-tune roll. A supply of rolls goes with the instrument we offer, and others are available.



Terry Hathaway looks at the impressive Popper & Co. Salon Orchestra.

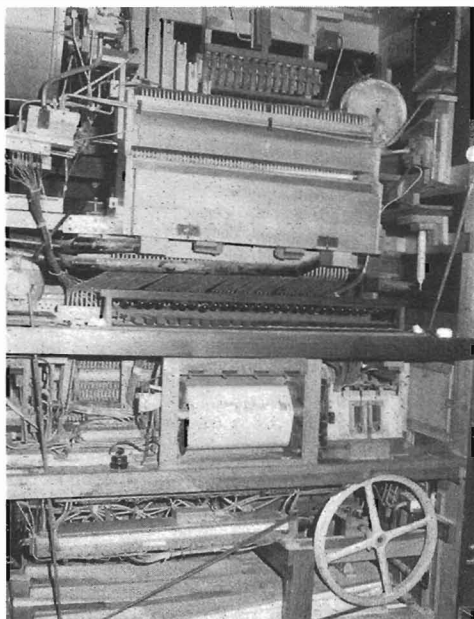


View of the front panel showing part of the colorful scene. The torches will appear to flicker and flame as the music plays!

Instrumentation of this Salon Orchestra is extensive and consists of: piano, mandolin, bass drum (with expression), snare drum (with expression), tympani, crash cymbal, a large xylophone, a large set of orchestra bells, a triangle and two rows of pipes giving the effects of violin, viola and cello! The pipes are provided with a tremolo to give a wavering or vibrato effect during certain passages.

In order to provide pleasing music in imitation of an orchestra, much attention was paid to the expression devices. As noted, the drums have expression and can be played either loudly or softly. The piano is provided with expression controls. In the top of the orchestrion are louvered swell shutters which open and close for loudness and softness. From a technical point of view, it is interesting to note that the shutters of this particular instrument operate in an analog fashion: rather than the "yes - no" (open or close) of regular shutters these can be opened fully, slightly or in any intermediate position.

The Salon Orchestra is beautifully constructed. At present it is unrestored and will need pneumatic rebuilding (or at least partial rebuilding). The components, however, are exceptionally well preserved and are as choice as they could



Interior view of the Salon Orchestra.



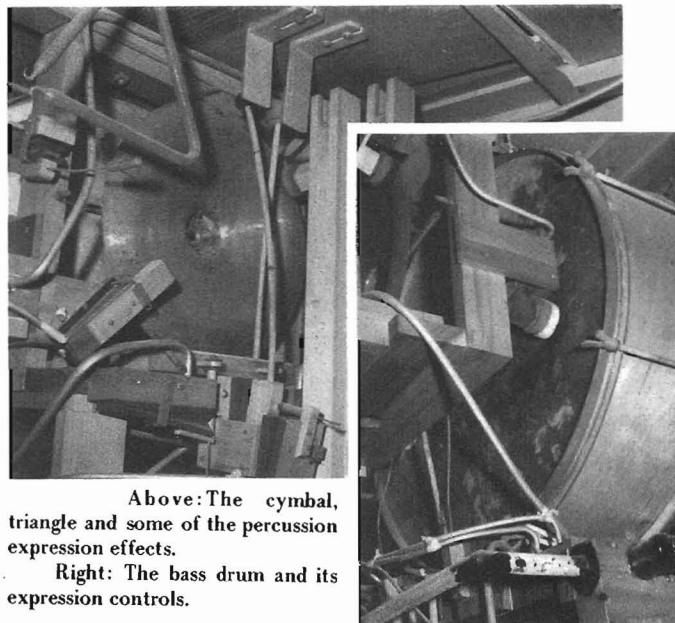
The xylophone and the roll mechanism.



Some of the pipes and the orchestra bells (upper right)



The orchestra bells and snare drum.



Above: The cymbal, triangle and some of the percussion expression effects.

Right: The bass drum and its expression controls.



The swell shutters as seen from inside the instrument. These provide a fantastic degree of expression to the music.

possibly be. Quality components - the orchestra bells, xylophone, etc. are all of exceptionally high grade - went into the Salon Orchestra. If you appreciate fine workmanship, you'll love this orchestration.

Visually, the Salon Orchestra is magnificent! It is 6' wide, 3'3" deep and 9'6" high. It will need a space about 10' high in order to provide speaking room for the swell shutters. The front is ornamented by a colorful circular glass panel with two flaming torches as part of the scene. Behind the panel is a "motion picture effect" lighting device which impart a flaming and flickering to the torches as the instrument plays.

Price and color photos of this instrument sent on request.



HATHAWAY AND BOWERS, INC.  
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SANTA FE SPRINGS, CALIF. 90670

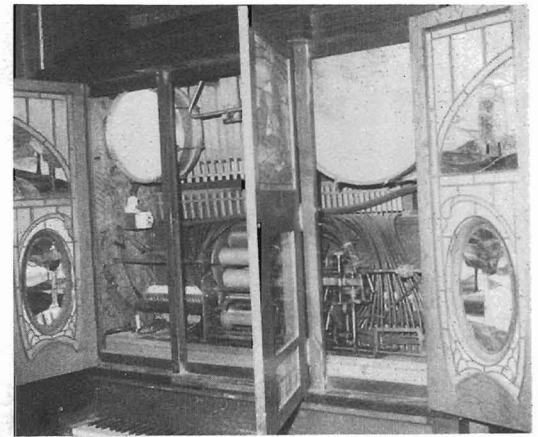
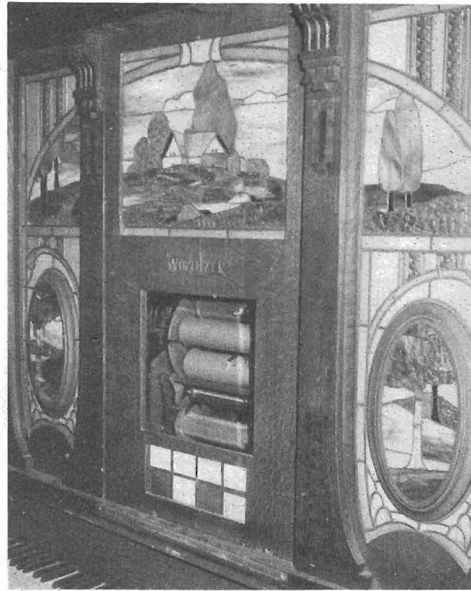
#### COLOR PHOTOS ON REQUEST

Color photos of any item in this catalogue will be sent on request. There's absolutely no obligation to buy. All we ask is that you return the photos of any item(s) not of interest. If you are interested in ONE instrument, request photos of TWO or THREE... and you will have a better selection opportunity.

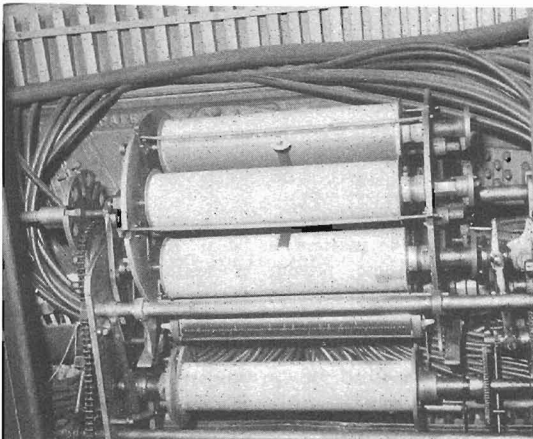




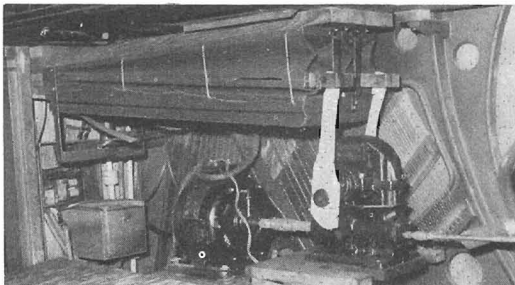
This is one of the most beautiful keyboard type Wurlitzer orchestrions that we have had the privilege of handling. Its appearance is simply stunning! If you're interested in it, ask to see a few color photos!



The front of the Wurlitzer is hinged in three places and swings open easily for convenient access to the inside. Nearly 250 Style BX (Violin) orchestrions were made from about 1913 to 1921. Of that number, only a small fraction of these survive today. None could be prettier than this one!



The famed Wurlitzer Automatic Roll Changer. This interesting device holds six 5-tune rolls and changes them automatically.



View of the lower mechanisms. The large pressure pump is at the upper left. The vacuum pump, normally at the lower right, is missing (see description).

### BEAUTIFUL WURLITZER ORCHESTRION With ornate art glass front...

This is one of the most beautiful Wurlitzer orchestrions we've ever seen. This is quite a statement as we've seen many. The entire upper front of this large and imposing orchestrion is covered with scenic art glass panels, all done in beautiful opalescent glass.

Designated as a Style BX, this orchestrion contains a piano, mandolin, a rank of violin pipes, a bass drum, a snare drum and a triangle. It is equipped with the Wurlitzer Automatic Roll Changer which stores six 5-tune Wurlitzer Automatic Player Piano rolls - a repertoire of 30 tunes altogether.

Measurements are: 8'2" high (or, if you want to set it up in a room with an 8' ceiling you can remove the casters, for a net height of 7'11" from the bottom to the top of the art glass lamps); 5'4" wide, and 28" deep.

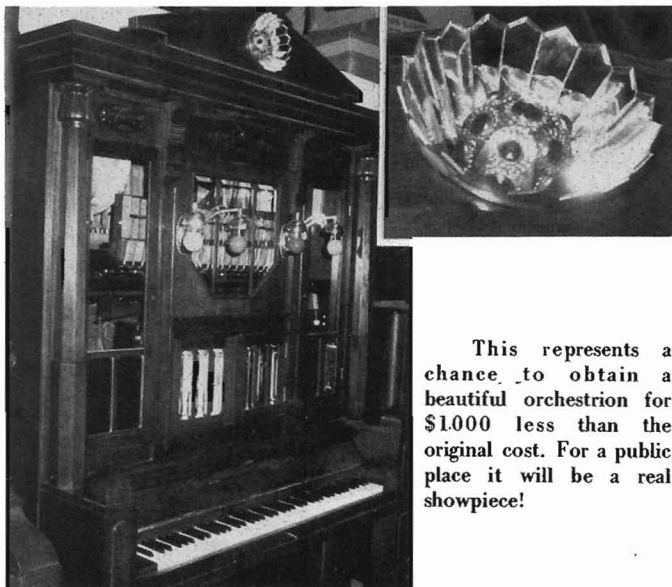
The instrument plays, and much work has been done on it. Sometime in its history it has lost the mandolin bar, the action to the snare drum and the vacuum pump (it was replaced by a suction unit). Should you want to restore these parts we'll assist you and bill you at just our actual cost - as a service.

The case is of light golden oak and apart from some minor surface work will require no attention. Few surviving Wurlitzer orchestrions are as nice appearing as this one! The art glass, as noted earlier, is stunningly beautiful. A color photo of the instrument is yours free for the asking. It will describe the beauty of this orchestrion better than a thousand words can! The art glass needs a few minor repairs, but these are hardly noticeable (we can have this done for you at low cost).

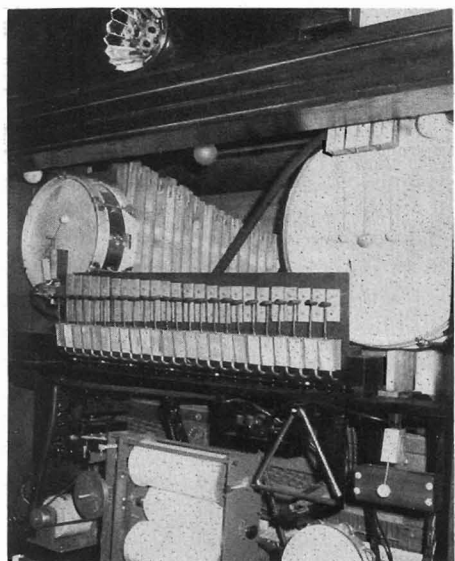
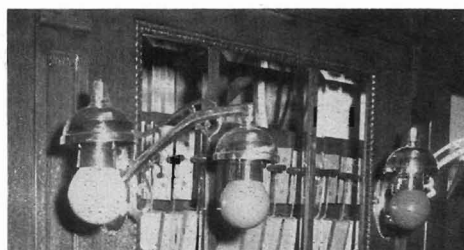
You'll have to do a lot of searching to find a Wurlitzer keyboard orchestrion as pretty as this one! It is in clean much-above-average condition and will be a straightforward restoration (if you decide to restore it - a complete restoration isn't necessary to have it play nicely). We've endeavored to describe the instrument as best we can, but if you have an unanswered question we'll happily supply the answer.

We were going to price this at \$5500.00, and perhaps it would have sold quickly at this figure. But, we've reduced the price by about \$500.00 to make up, or more than make up, for the few missing parts. With the instrument is a changer full of rolls. With the purchase of this instrument additional rolls can be yours at low cost.

A real showpiece! \$4995.00 (Stock No. WUR-3140)



This represents a chance to obtain a beautiful orchestration for \$1,000 less than the original cost. For a public place it will be a real showpiece!



### BEAUTIFUL CUSTOM BUILT ORCHESTRION At a \$1000.00 discount!

Late last year we were commissioned to build a custom orchestration for a large restaurant that was to have opened several months ago. Plans changed, and the establishment never materialized.

By special arrangement with the restaurant backers we now offer this beautiful orchestration for sale at precisely \$1,000.00 less than the original cost!

When constructing this orchestration emphasis was placed on the visibility of the interior components. Thus the orchestra bells, drums, etc. are all in plain view (through fine

beveled glass windows) as they play! The instrument is equipped with a 25 cent coin slot.

Dimensions, including the top gallery (which can be removed, if you have a height problem) are: 8' high, 5'1" wide and 2'10½" deep. The orchestration is surmounted by an exact duplicate of the famed Wurlitzer "wonder light" which illuminates and rotates as the instrument plays.

Instrumentation of the orchestration consists of a beautiful Losche piano (the instrument is built around an authentic Losche orchestration from the 1915 era), a mandolin attachment, a large set of orchestra bells (with repeating or re-iterating mechanism), a rank of violin pipes, a rank of flute pipes, a bass drum, tympani or kettle drum effect, snare drum (with two beaters: tap and roll), tambourine, triangle and wood block.

The instrument is equipped with a new "O" roll frame and uses regular ten tune Coinola "O" orchestration rolls (these can be obtained today from the Player Piano Co., 620 E. Douglas, Wichita, Kansas).

The case has been beautifully refinished and is of a rich oak color. The scrollwork, carvings, beveled glass panels, colorful front lamps and the wonder light all add up to make this a first class attraction!

For the commercial establishment this represents an opportunity to acquire a beautiful orchestration for far less than an original with comparable instrumentation (if you could find one) would cost in "rough" unrestored condition!

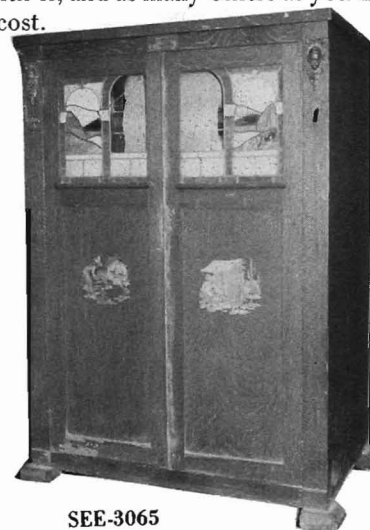
Our customer's loss is your gain - to the extent of \$1,000.00! Needless to say, this is a one of a kind item!

Just \$5995.00. (Ask for "Custom Orchestration" when ordering)

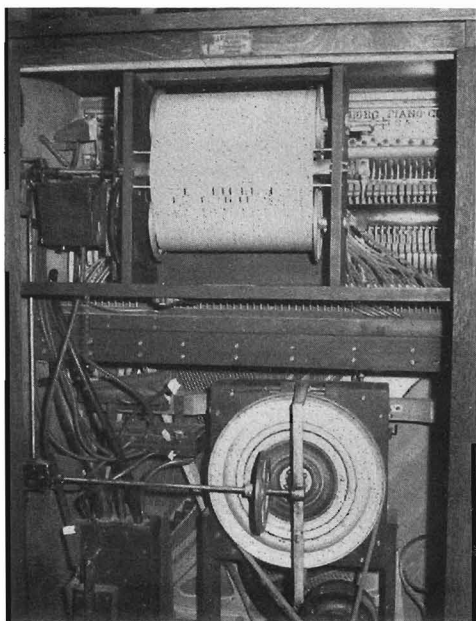
### SEEBURG "L" NICKELODEON PIANO

Seeburg Style L cabinet nickelodeon; the smallest of the regular Seeburg styles. Instrumentation consists of a piano and mandolin attachment. The piano is provided with loud, soft and sustaining expression. The mandolin is turned on and off automatically by the roll.

The instrument uses a type "A" ten tune roll. One is furnished free with it, and as many others as you like may be obtained at low cost.



SEE-3065

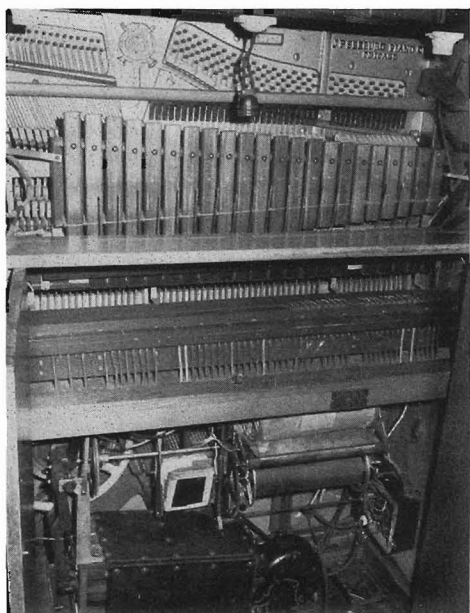


View of the interior of the Seeburg L.

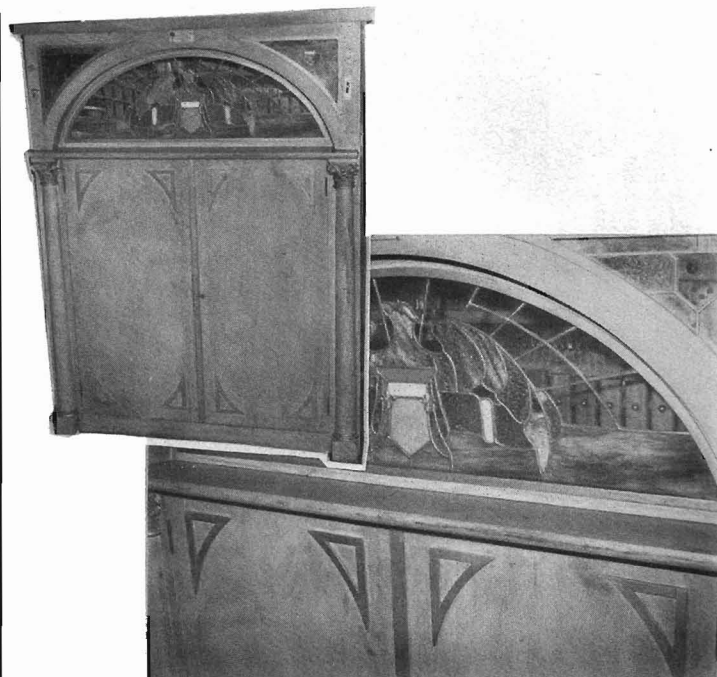
This Style L is a fairly late one and dates from the 1920's. It will require complete pneumatic restoration and also refinishing and case work. Rebuilding one of these is fairly straightforward and is, in fact, a lot of fun. Your editor's first rebuilding project was with a Seeburg L. It was a very exciting moment when we first heard it play, after a silence of many years!

Supplies for rebuilding this instrument (as well as others we offer) can be obtained from the Player Piano Co.; 620 E. Douglas; Wichita, Kansas. The needed tubing, cloth, etc. are inexpensive.

If you've been wanting to try your hand at rebuilding, this will make a nice start. It will be easy to work on and will provide delightful music when completed. A good value for just \$995.00 (Stock No. SEE-3065)



Interior of the Seeburg K.



ATTRACTIVE SEEBURG STYLE K NICKELODEON  
With beautiful eagle art glass...

This Style K is one of the cleanest and sharpest unrestored K's we've seen. Its gray limed oak cabinet is virtually immaculate - and is perfect save for the absence of a small piece of straight trim. The colorful eagle art glass on the front is beautiful. The red, white and blue glass of the shield on the eagle's breast, the brown opalescent glass of the eagle's wings and multicolored other glass segments are all very attractive.

Instrumentation-wise the K contains a piano, mandolin attachment and a xylophone. Missing are the small round wooden balls that go on the ends of the xylophone beaters. Perhaps someone removed them years ago for polishing. If you desire, add \$100 to our price and we'll have new ones made up for you - and will stain and finish them the correct color. This will be billed to you at cost if our cost is less than \$100 (you'll get a refund!). If the cost is greater, we'll absorb the difference.

The Style K will require pneumatic restoration, as would any contemporary instrument. It is well built, is presently in clean condition, and will be a pleasure to work on. All the parts and supplies you need are available at low cost from the Player Piano Co. (of 620 E. Douglas St.; Wichita, Kansas). And, as is the case with any pneumatic instrument you buy from us, we'll gladly help you with restoration advice or comments at no charge. We're thoroughly familiar with these and other instruments and are always willing to help you as needed - another H&B service.

The Style K uses standard ten-tune "A" rolls. We'll start you off with a group of three free ones. Additional rolls are available from us at low cost, or you can purchase them directly from the maker: Mr. Ed Freyer, Box 373, Flemington, N.J.

Measurements are 5'1" high, 4'11" wide and 1'9" deep. We recommend this bright and sprightly nickelodeon as a good value at \$1895.00, or \$1995.00 with the xylophone repair as noted above.

\$1895.00 (Stock No. SEE-3157)



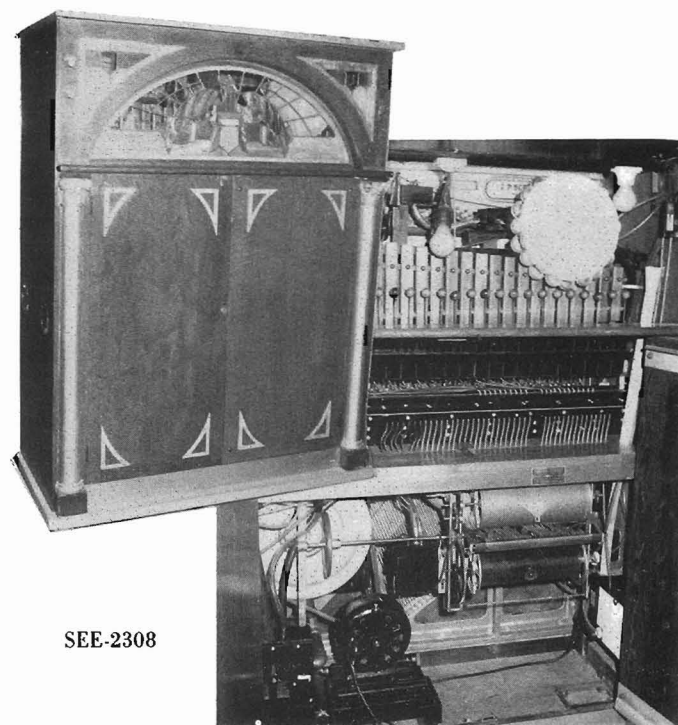
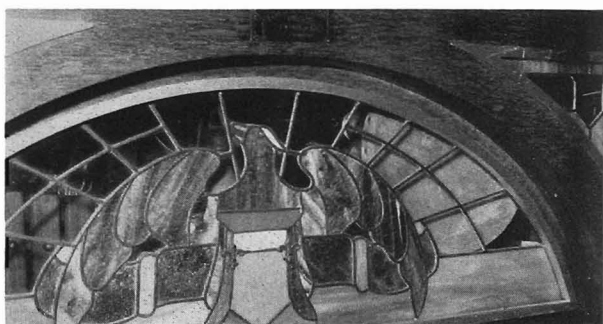


### SEEBURG KT CABINET ORCHESTRION

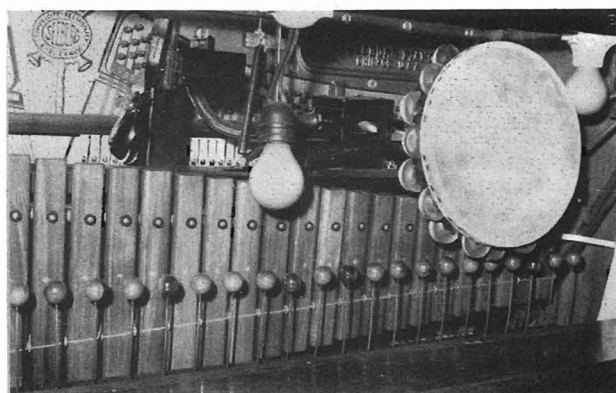
Seeburg Style KT cabinet style orchestrion. With its colorful eagle motif glass and compactness the KT is a collectors' favorite everywhere.

Instrumentation consists of a piano, mandolin attachment, a large xylophone, castanets, triangle and a tambourine. The KT uses either "G" or "4X" rolls which have the necessary perforations to operate the various instruments. With the KT go three ten-tune rolls. Additional rolls are available from us or from Mr. Ed Freyer of Box 373, Flemington, N.J.

This KT has had the original bottom board replaced with a new one that extends beyond the sides of the instrument. We would recommend building a bottom board of the correct size for it. The pneumatic portions of this instrument will require rebuilding. The case will require refinishing and replacement of some minor trim parts. The sounding board will require attention.



SEE-2308



The interior of the instrument is very clean and bright. It will be a pleasurable restoration. Needed parts are inexpensive and can be obtained from the Player Piano Co. (620 E. Douglas; Wichita, Kansas). We'll gladly assist you with any advice you'll need. When rebuilt this instrument will be a delight to all who hear it.

We received about a half dozen orders for the last KT we offered at \$2495.00 (it was a bit better than this one — but, on the other hand, that was some time ago). This one is a good buy at the same figure.

\$2495.00 (Stock No. SEE-2308)

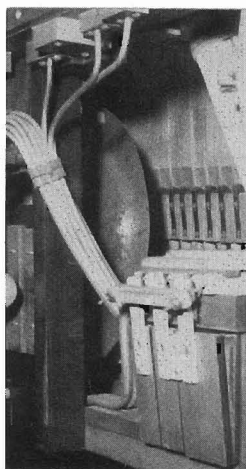
### MORE THAN JUST A BUSINESS...

At Hathaway and Bowers, Inc. automatic musical instruments are more than just a business — they are a deep personal interest. We're familiar with the mechanisms, with the history, and with all other aspects of the instruments.

We'll happily share our knowledge and experience with you. There's no charge for our advice. We're happy to be of help to you.

---Terry Hathaway

---Q. David Bowers

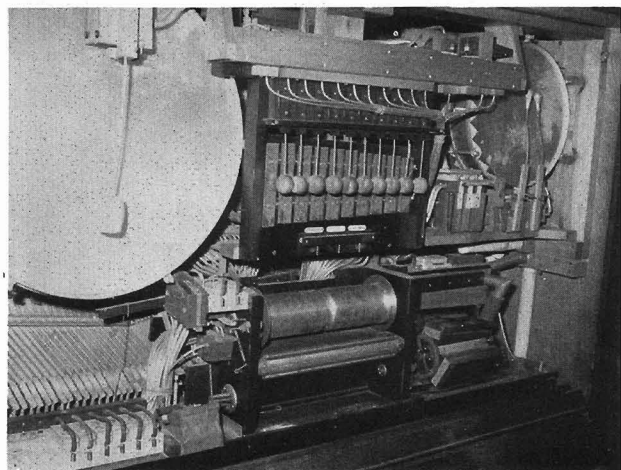


HUP-1503

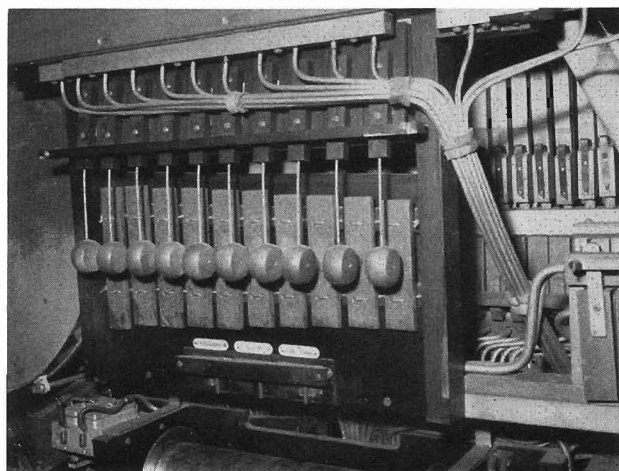


Above: The cymbal, hidden behind the roll mechanism, is partially visible.

Right: Overall view of the Helios orchestrion.



The top part of the Hupfeld Helios keyboard orchestrion is crammed with instruments — some of which are shown here.



The set of pure toned metal orchestra bells dominates the center front — and is visible through a clear glass panel when the front is on the case. The bells play from a special solo section in the roll (cf. p. 5 in our Catalogue No. 7 for an explanation of how the solo section works).

## HUPFELD HELIOS KEYBOARD ORCHESTRION

Crammed with many instruments!

This Hupfeld Helios orchestrion, officially designated as the "Orchestra Piano" model by Hupfeld, is a masterpiece of fitting many different musical instruments into a relatively compact space. In not much more space than would be occupied by a regular keyboard upright piano the Helios contains a piano, mandolin attachment, a very large rank of cello and violin pipes, a set of orchestra bells, a bass drum, a snare drum and a cymbal!

Dimensions are 5' wide, 2½' deep and 6' high. At the top of the instrument is a set of louvered swell shutters for expression effects.

This is one of the latest Hupfeld instruments we have ever seen. It dates from the late 1920's and has easily-removable (they are spring loaded) unit valves - making servicing and rebuilding very easy.

The case is of light golden oak and will require refinishing. A clear glass panel in the front gives a view of the orchestra bells as they play. The orchestrion uses the standard Helios rolls, a supply of which goes with it.

If you've been wanting a Hupfeld Helios orchestrion here is a wonderful chance to get one that will fit into a small space (most of the "brothers" of this instrument are 8' to 10' or more high!). Hupfeld, the world's largest manufacturer of automatic pianos and orchestrions, produced some beautiful instruments - and this is one of them.

This instrument is in very clean unrestored condition. The inside parts are bright and overall it should afford a pleasurable restoration. We recommend it highly.

\$3495.00. (Stock No. HUP-1503)

HATHAWAY AND BOWERS, INC.

11975 E. FLORENCE AVE.

SANTA FE SPRINGS, CALIF. 90670



## SUPERB STYLE 45 AMERICAN "FOTOPLAYER"

--in wonderfully preserved condition--

The Style 45 "Fotoplayer," manufactured by the American Photoplayer Co. of California, is one of the most extensively instrumented automatic players ever made.

This instrument was made around 1920 to provide accompaniment for silent films and to provide music at intermission. Its original home was in the orchestra pit of a theatre.

The unit consists of three main parts: the piano console and two large side chests. In addition there are various accessories such as a blower, reservoirs, connectors, etc.

The instrument uses regular 88-note home player piano rolls. With the Fotoplayer go several hundred original Filmusic Picturolls actually used to score silent movies with

# THE AMERICAN PHOTOPLAYER COMPANY

## FOTOPLAYER STYLE 45

**F**OTOPLAYER Music is not only appropriate but "fits the picture," without the unpleasant mechanical tone so common with all automatic musical instruments.

### SPECIFICATIONS FOR FOTOPLAYER—Style No. 45

Length, 17 ft. 4 in. Width, 3 ft. 9 in. Height, 5 ft.

Piano extends 8 inches.

High Grade Player Piano—Double Track Device.

Pressure Reed Organ, 3 Stops:  
Diapason, 8' Principal, 8' Clarinet, 16'  
Tremolo Piano Muffler

### PIPES FOR ORCHESTRAL EFFECTS:

#### TREBLE

Vox Mystica  
Cornet or Quintadena  
Flute  
Flute d'Amour  
Viol d'Orchestra

#### BASS

Viol d'Orchestra  
Violoncello  
Dulciana or Quintaton  
Reed Organ and Pipes  
65-Note Range

### TRAPS AND EFFECTS AS FOLLOWS:

Set of Orchestra Bells (31)

Xylophone

Base Drum

Pistol Shots, Double

Cymbal

Tom-Tom

Thunder

Snare Drum

Door Bell or

Telephone Bell

Bird Whistle

Chinese Wood Drum

Triangle

Fire Gong

Cathedral Chime

Tambourine

Castanets

Horses' Hoofs (Improved)

Klaxon

Sleigh Bells

Chinese Crash Cymbal

Steamboat Whistle or

Locomotive Whistle

Wind Siren

Locomotive Exhaust

Automobile Exhaust

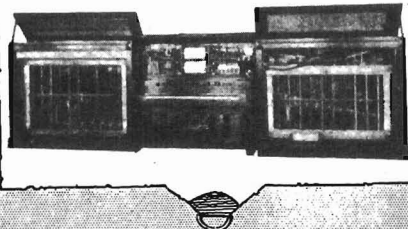
Blower Plant equipped with motor of sufficient capacity.

Quarter-sawn Oak Case, beautifully finished.

Equipped with Electric Light over Double Tracker.

Suitable Bench. Case Design subject to change.

Total number of Reeds in this Instrument, 195; total number of pipes, 244, ranging in pitch from 4' to 16'.

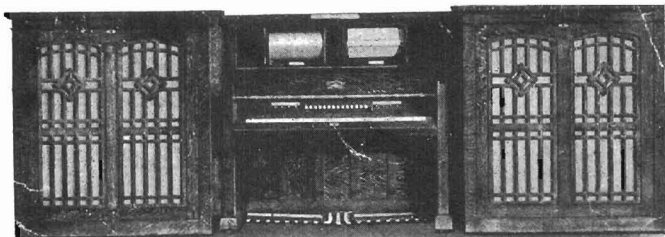


## CREMONA THEATRE ORCHESTRA

### Solo Style M3

In the course of selling automatic instruments we've handled many fine collections and individual pieces. In this way we have had pass through our hands many, many unique and one-of-a-kind items - pieces which, if assembled in a gallery all at once, would make an unbelievable collection.

As you have probably done we've also spent many hours wistfully poring through the illustrations of mechanical musical instruments that were in existence a half century ago but which are rare or, worse, non-existent today.



Original catalogue illustration

We've always admired Cremona products for their workmanship and beauty. In his "Player Piano Treasury" book Harvey Roehl called Cremona instruments the "Rolls-Royces" of the field. The ultimate Cremona instruments were the Cremona Theatre Orchestras, Style M3 and Style O. Until the acquisition of the Solo Style M3 offered here, we had never SEEN an example of either!

Here for your consideration is a Cremona Solo Style M3 Theatre Orchestra:

The instrument is, in essence, a huge orchestrion which is in three connected parts: a center or console part and two side chests.

The Theatre Orchestra can be operated in two modes: by hand and foot if you are a musician, or, for the full effects, by paper rolls. The Style M3 uses two different types of rolls.

On the left side tracker bar can be placed regular 88-note piano rolls of the type you can buy today under the Aeolian, MelOdee, QRS, etc. labels. These rolls provide the melody. You can operate via stop tabs and foot pedals the various ranks of pipes, drums and traps, etc. This is a nice feature as you can keep your music roll library up to date with the latest in modern melodies - not to mention a selection of over 1,000 traditional tunes now listed in the above mention roll makers' catalogues.

The right side tracker bar uses a Style S orchestrion roll. This type of roll is remarkable in that it is of 134-note or 134-key specification - the largest specification, to our knowledge, of any self-contained pneumatic instrument ever made! With this instrument we obtained a real treasure trove of rolls - over twenty large multiple-tune rolls, all in nice condition! These rolls operate the various effects all automatically in the manner of an orchestrion.

An idea of the innards of this fantastic instrument can be obtained by printing herewith a list of the various control tabs and pedals:

Above the piano keyboard are the stop tabs as follows: Selective Coupler, Modulant, Tremolo, Soft Pedal, Piano Bass, Piano Treble, Diapason, Flute, Cello, Violin (pipes-Ed.), Vox Humana, Xylophone, Mandolin, Tremolo, Sub Coupler, Super Coupler, and Snare Drum.

## The Voice of the Screen

in the 1920's. A virtually unlimited selection of other tunes is available via the modern roll catalogues of QRS, MelOdee, Aeolian, etc. It would be interesting to adapt an orchestrion roll such as a type "O" Coinola roll to this instrument. With the excellent arrangements found on these rolls and the wonderful instrumentation of this Fotoplayer, the results would be outstanding!

The instrument is in choice unrestored condition. It is exceptionally clean and well preserved. When restored it will be one of America's most outstanding musical attractions. No Fotoplayer of this size has appeared on the market in recent years. It may be many more years before a comparable instrument is again offered. Price, color photos and any other desired information on request. (Stock No. FOT-2338).

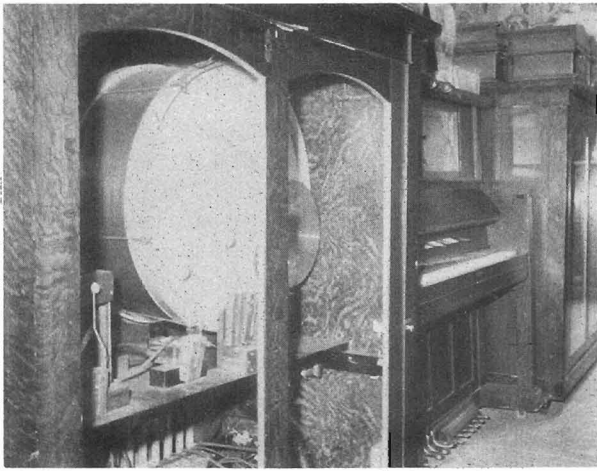


HATHAWAY AND BOWERS, INC.

11975 E. FLORENCE AVE.

SANTA FE SPRINGS, CALIF. 90670

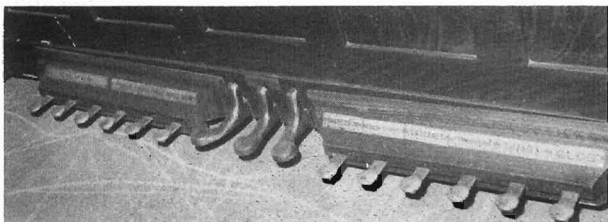




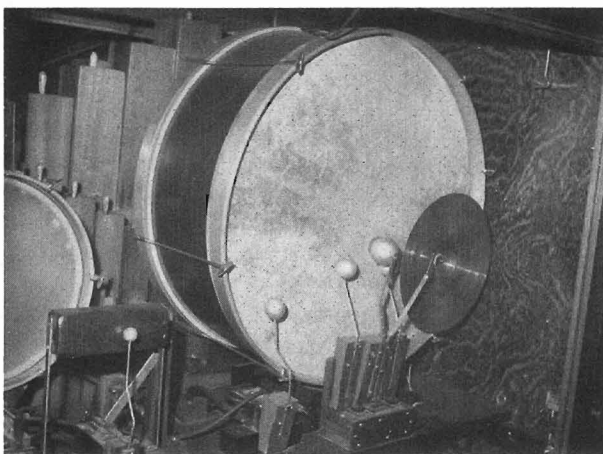
Angular view of the Cremona Theatre Orchestra. It is a large and impressive instrument!



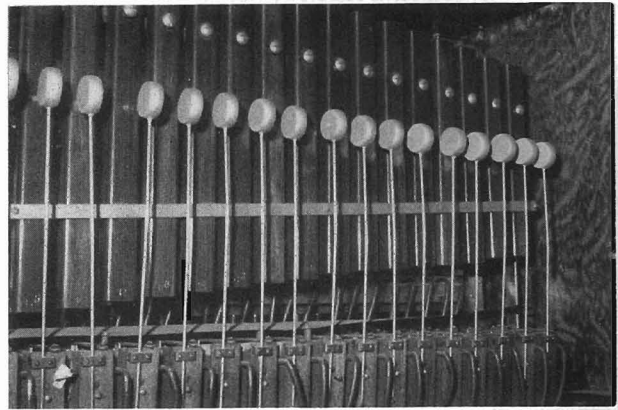
The 88-note rolls go on the left tracker, the 134-key orchestration rolls on the right side.



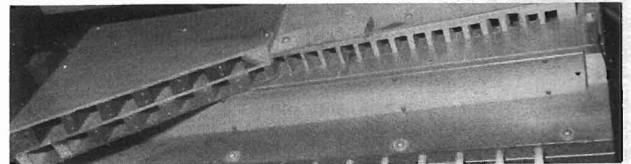
Foot pedals are used to operate the drums, etc. - or most can be operated automatically from the 134-note orchestration roll.



View of the left side chest showing the bass drum, cymbal, tympani beaters, wood block, snare drum and some of the many pipes.



The large resonant xylophone of the Cremona M3 Theatre Orchestra. This is housed in the right side chest.



The reed harmonium of the Cremona is located in the bottom of the left side chest.

At the base of the console are the three piano pedals plus special pedals marked as follows: Chimes (3 pedals, one for each chime), Tympani, Crash Cymbal, Bass Drum, Snare Drum, Crash Cymbal, Castanet, Tambourine, Triangle, and Clog (Horses' Hooves).

The instrument when set up measures 14½' wide, 5'1" high and 3' deep. The three parts come apart for easy moving and for ease in rebuilding.

The instrument was rebuilt a few years ago, but since then has suffered some bentpipes, scuffing and other effects, all of a repairable nature. The case is of beautiful quartered oak. The front side chest panels have been replaced with glass for visibility, but a set of original unrefinished grilles is with it and can be used if desired.

Considering the work that has already been done, this beautiful Style M3 will need only a partial rebuilding in order to make it play again. The rebuilding will be of a straightforward nature and will be similar to, but more extensive than, rebuilding a large Cremona, Seeburg, etc. orchestration. All needed supplies are available cheaply.

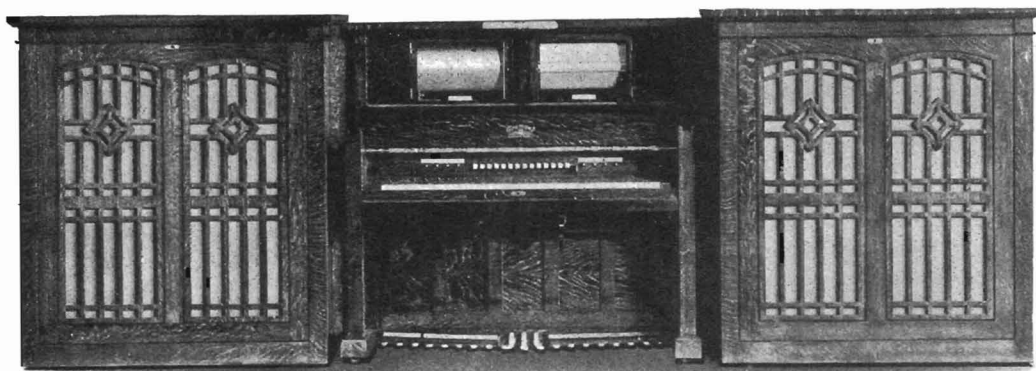
This is a very beautiful instrument. When rebuilt and in your home it will provide many hours of fun for you and your family. And, it will be a prime attraction that not even the most advanced collections can equal!

As noted, we'll provide the 20 plus orchestration rolls that came with the instrument. In addition, we'll start your 88-note library (for the left side tracker bar) by providing fifty new rolls of your choice!

This is a difficult item to price. It might sell quickly if offered for twice our price. We'll never know. We offer it for sale at a price we sincerely believe to be a tremendous value for you. In addition, we'll gladly help you with ordering supplies, rebuilding advice, etc. as you work with it. (In return, we'd like to have the chance to come to hear it, or at least hear a tape of it, when it is finished!)

It is a wonderful and fantastic instrument. When rebuilt it will be deserving of every superlative in the book!

It can be yours for just \$7995.00 (Stock No. CRE-3144)



## Cremona Theatre Orchestra

### SOLO STYLE M3

The Style "M3" is an instrument built especially for use in the theatre. In every way it is equipped to produce music which is of the quality and variety necessary in a modern high class moving picture or vaudeville house. It is played by hand or by roll and is equipped with either single or duplex music roll system as desired.

The organ feature and various other instruments and effects are all contained in the one instrument. Manually played, the instrument is under the complete and instantaneous control of one musician—tone shutters, stops, couplers and pedal actions being so arranged that the most complicated film action can be satisfactory followed.

The music is cut especially for theatre purposes and particular effort is made to bring out the beautiful solo results of which the instrument is capable.

Through the use of the 134-note orchestrated solo roll standard to all Cremona theatre instruments, solo effects are secured far superior to any heretofore obtained by any make of instrument.

The instrument is also equipped to play standard 88-note player music, thus placing at the disposal of the theatre owner the best of both popular and classical music.

The height of the instrument is that of a standard upright piano, giving the musician an uninterrupted view of the screen or stage without discomfort or the use of mirrors.

### SPECIFICATIONS

#### CONSOLE OR KEY DESK.

Case—Arts and Crafts design—quarter sawed oak. Full Empire top.  
Finish—Dark Mission Oak. Nickel trim.

Contents—Piano, Mandolin, Piano and Organ Manual, Pipe Organ Stops, Trap Pedals for operating Traps, Trap Stops (Buttons), Swell Controls, Piano Modulant, Tempo Control, Super-Coupler, Sub-Coupler, Blast and Pressure Equalizers, Silent Forward and Rewind Controls, Music Roll System.

#### ORGAN, ORCHESTRAL—SWELL CABINET.

Case—Quarter sawed oak—lined and deadened. Grill work front. Double hinged tops; removable front and back. Tone shutters or swells.

Finish—Same as console.

Contents—Pipes, Reeds, Xylophone, Actions, Tremulant.

#### DRUM—SWELL CABINET.

Case—Quarter sawed oak—lined and deadened. Grill work front. Removable front and back. Tone shutters or swells.

Finish—Same as console.

Contents—Drums, Traps, Chimes, Drum Modulant, Actions.

#### INSTRUMENTATION

##### Console

Mandolin.  
Piano.

##### Organ, Orchestral—Swell Cabinet

Violin.  
Flute (Stopped Diapason).  
Xylophone.  
Saxophone (or 'Cello).  
Stopped Diapason (or Bass).  
Vox Humana.  
Organ Swell.

##### Drum—Swell Cabinet

Snare Drum.  
Bass Drum.  
Tympani.  
Cymbal.  
Castanets.  
Tambourine.  
Tom Tom.  
Triangle.

#### WIND PRESSURES

Blast 6 inches.  
Suction 25 inches.

#### Auxiliary Stops

Super-Coupler.  
Sub-Coupler.  
Crescendo.  
Tremolo.  
Modulant.  
Soft Pedal.  
Piano Bass.  
Piano Treble.

#### TRAP EFFECTS

Auto Horn.  
Door Bell.  
Horse Trot.  
Cow Bell.  
Bird Call.  
Fire Gong.  
Train Whistle.  
Wind Siren.  
Steamboat Whistle.  
Church Bell.  
Crash Cymbal.  
Train Bell.  
Clog.  
Chimes.  
Tom Tom.  
Sleigh Bells.

#### FEATURES.

**Piano**—Cremona Player Piano. Full 7½ octaves. Decorated bronzed plate. New improved overstrung scale—International pitch. Three strings in unison. Double copper wound bass. New type double repeating action with patent brass flanges. Ivory keys. Imported felt hammers. Heavy six-post back.

**Manual Play**—By a single instantaneous movement of the tempo lever the music roll is muted and the instrumentation is coupled in ready for play from the keyboard.

**Solo Music**—Specially arranged solo: 134-note orchestrated roll or standard 88-note player music.

**Air Motor**—Music Rolls have an independent air motor drive, permitting great flexibility of speed control.

**Tempo Control**—The orchestrated Solo Rolls are tempoized. For manual control a tempo lever is provided—as simple and convenient as the tempo lever on a player piano and giving absolute control of tempo from a full stop up to any desired speed.

**Distant Control**—By an arrangement of push buttons the CREMONA THEATRE ORCHESTRA can, if set for automatic operation, be started and stopped from any part of the house desired.

**Tone Shutters**—Each cabinet is fitted with tone shutters or swells giving graduated control of the tone and expression of the music. These are devices of superior merit and are controlled by the orchestrated roll when playing automatically. Knee levers are provided for use when playing manually (or automatically if desired).

**Modulants**—Used on Piano and Drums. The latest improved automatic expression device; varies the tonal quality from very loud to very soft without impairing the perfect rendering of the music.

**Illuminated Music Roll**—Benjamin hooded light with tubular lamp attached to top-board of piano. It is shaded so as to throw light only on music roll or sheet music.

**Stop Action**—Tilting tablet type. Conveniently located above the keyboard.

#### ACCESSORIES.

**Blower**—Organ Blower of most approved design with direct connected motor. Can be placed in any convenient location.

**Bench**—Double veneered hardwood player bench—same finish as piano.

**One Roll of Orchestrated Music**—(Two with the Duplex Roll System.)

**One Extra Music Spool**—(Two with the Duplex Roll System.)

**Connections**—30 feet each galvanized blast and suction pipe with elbows.

**DIMENSIONS**—Length 14 feet, 7 inches; Height 58 and 60 inches; Depth 37 inches.

**WEIGHT**—Boxed for shipment about 3,500 pounds.

When ordering state whether Single or Duplex Music Roll System is desired, and give kind of motor wanted—whether A. C. or D. C. and voltage and cycles.

THE MARQUETTE PIANO CO.

CHICAGO

**CHICKERING STYLE B AMPICO GRAND**  
In attractive, delicate case...

The Style B represents the zenith of the Ampicos, and all Ampico aficionados aspire to acquire one. In his book, "Player Piano Treasury," Harvey Roehl said this about the Style B (cf. p.58), "The basic Ampico mechanism was installed in both grand and upright pianos until 1929, when an entirely re-engineered system was developed for use in grand pianos only. These were built into the mid 1930's, and these late machines represent the height of technical development of the reproducing mechanism as a type. Unfortunately, their introduction to the market came so late that they were never produced in substantial quantity, and ones in good condition are indeed rare today.

"This fact is particularly distressing considering the magnificent renditions of which these pianos are capable. While there is absolutely no similarity, from the mechanical standpoint, between the early and late model Ampico systems, they are engineered in such a manner that all Ampico rolls operate either type...



The Chickering Style  
B Ampico...

"Music for the Ampico was manufactured as late as 1941, but only in very limited quantity compared to what earlier years had seen. This is especially regrettable considering that some of the very finest music rolls ever produced were the later ones, particularly the "long play" rolls (up to 30 minutes) which would fit only the late model Ampico piano..."

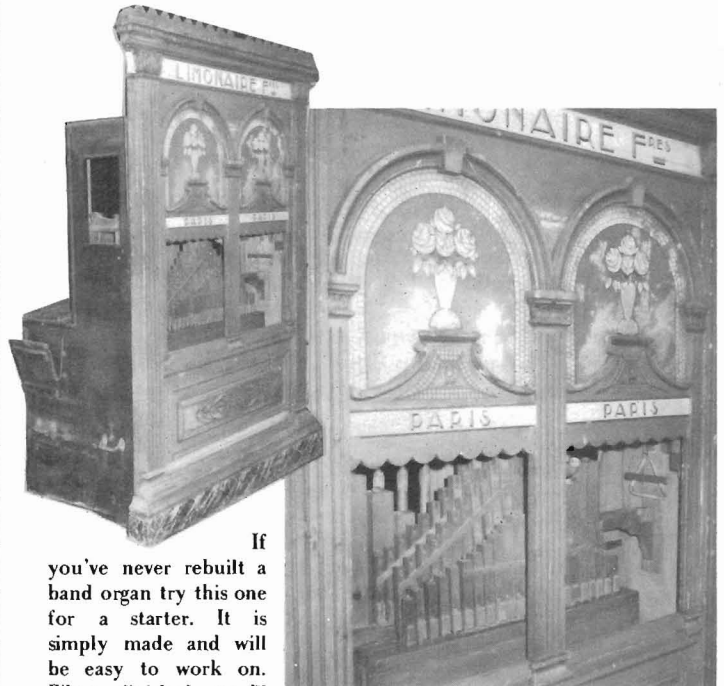
The Ampico here offered is in a beautiful Chickering grand piano which measures 5'2" long, 4'6" wide and 4'9" high (with the lid up). The case is delicate and attractive and will hold its own in any fine setting today.

The instrument is unrestored, but is in exceptionally fine condition. The piano part will require little attention, although if it were going into our home we would refinish it (just to make it look perfect - although it requires no apologies now). The pneumatic part will require at least partial rebuilding. "Rebuilding the Player Piano" contains information on this subject, so we'll provide you with a copy on request.

We offer this lovely Ampico Style B, certainly one of the finest quality and one of the finest appearing Style B's made, for just \$2495.00. Included will be a supply of two dozen regular Ampico rolls. \$2495.00 (Stock No. AMP-3001)

**ORGANS AT WHOLESALE PRICES!**

The large part of our business in dance organs, band organs, etc. is wholesale to dealers. We have shipped truckloads to dealers in all parts of the country from our 10,000 sq. ft. warehouse here and from our warehouse in Europe. If you are in the market for a choice organ - a single specimen or a group - you can't beat our values. And, all organs we sell have been personally inspected by Terry Hathaway and Q. David Bowers - so you can be sure of the quality. Buy where dealers from all over the world buy: buy from Hathaway and Bowers, Inc. for the best values in the business. Compare both **QUALITY** and **PRICE** and you'll see why we have sold nearly 100 (one hundred!) organs in recent months. Your wholesale inquiry will receive our immediate attention.



If  
you've never rebuilt a  
band organ try this one  
for a starter. It is  
simply made and will  
be easy to work on.  
When finished you'll  
have a fine instrument!



Cascading rows of pipes are visible through the front of this  
Limonaire fairground organ...



## 56-KEY LIMONAIRE FAIRGROUND ORGAN Inexpensive!

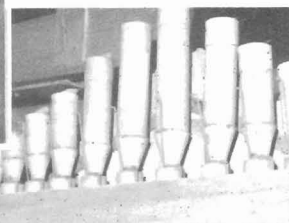
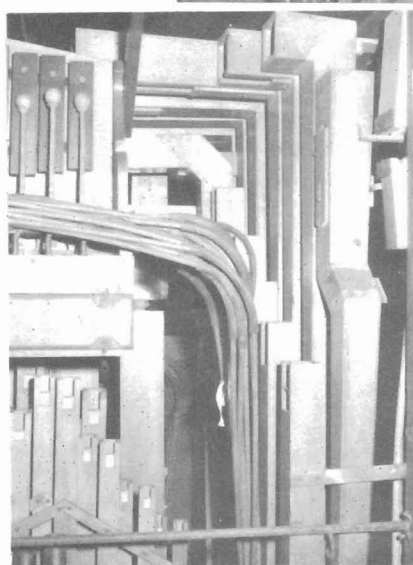
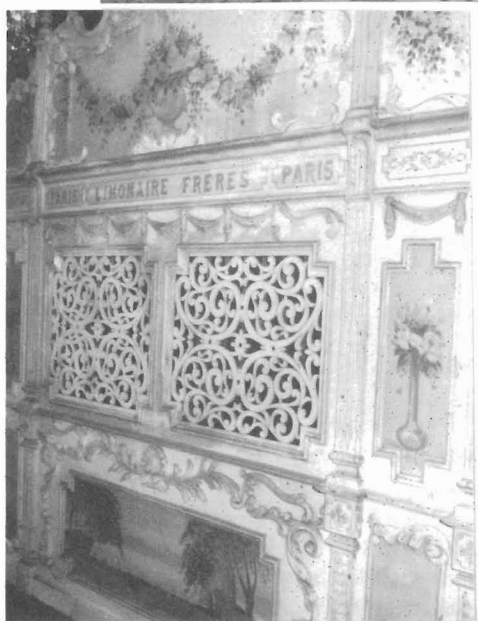
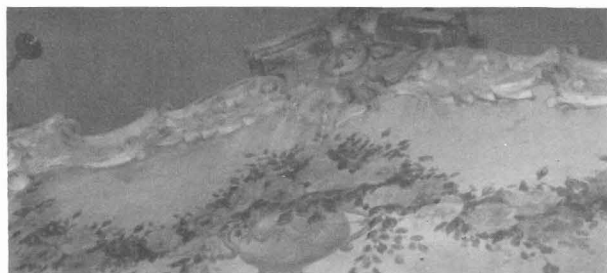
This Limonaire organ once saw service on a circus midway. For the past several decades it has been in storage, with the result that, today, it needs complete rebuilding.

The instrument is of 56-key specification. Measurements are 8' high, 5'6" wide, and 2'10" deep. Instrumentation consists of ranks of pipes giving flute, violin, and bass effects - all voiced very loudly so as to attract crowds from far away!

The Limonaire will need some woodworking and repainting of the facade. The interior chests, etc. will need to be rebuilt. New drum heads will be needed. In short, a complete restoration is in order. The instrument is well built and would be a good instrument on which to try your hand if you've never worked on a band organ. The parts are of straightforward construction and are easily accessible to work on. The mechanisms are relatively simple.

A good value for just \$2995.00. (Stock No. LIM-3058)

**SPECIAL BONUS:** If you order this Limonaire on or before September 30, 1969 we'll deliver it free of charge anywhere in the USA (continental) as part of the price!



## ELEGANT LIMONAIRE ORCHESTROPHONE Of marvelous appearance and quality!

This outstanding Limonaire Orchestrophone would be at home in a fine castle! Originally located in the country home of a gentleman, it is the most elegant and artistic Limonaire we've had the opportunity of handling - and we've had quite a few!

Overall the instrument measures 10'6" high, 10' wide and 4' deep. The facade is ornamented by scenes of a park pond, garlands of flowers, etc. all done in subdued colors which result in a nostalgic effect somewhat reminiscent of a Fragonard painting. With us the organ was "love at first sight." You'll agree that its appearance is truly outstanding. We'll send you color photos of it so you'll see what we mean!

The interior is full of interesting pipework plus a full complement of drums and traps and percussion effects, a large xylophone and other features. The pipework includes brass flageolets and piccolos, deep bass trombones, light hearted flutes, and many other ranks!

This lovely organ, one of the finest in existence anywhere in the world, will be a real prize for even the most advanced collector or museum. The instrument is in unrestored condition (we can rebuild it here to your specifications, if desired) but is really choice and well preserved throughout.

Classic instruments of this quality are few and far between. Price and color photos on request. (Stock No. LIM-3159)



### EXCEPTIONAL BRUDER BAND ORGAN

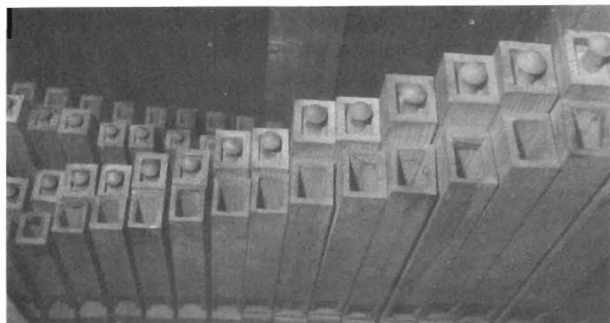
With its carved ornate front and compact measurements this Bruder organ would be ideal for the collector who desires a choice fairground instrument in his collection, but who does not want one that requires a ballroom to house it.

As are all Bruder instruments, this one is very well built. This particular specimen has survived in very choice condition as well - and has suffered none of the abuse so characteristic of these heavily-used fairground and circus instruments.

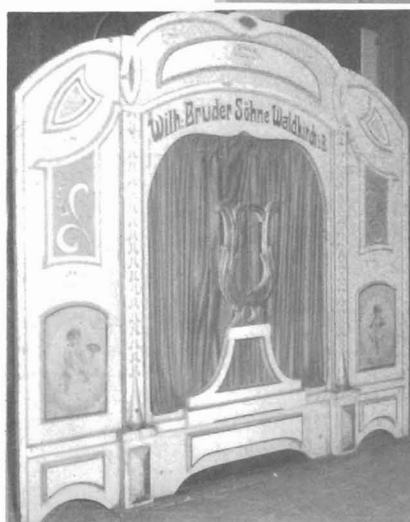
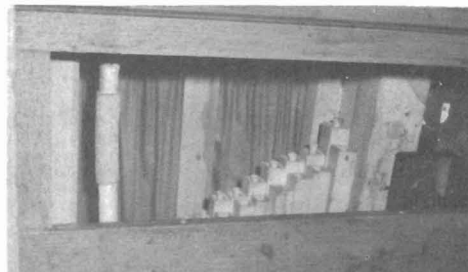
Instrumentation consists of interior ranks of pipes including large bass trombones, a bass drum, a snare drum and a triangle. It operates from a 41-keyless music system and comes with a large library of music.

Dimensions are 6'3" high, 6'6" wide, and 2'6" deep. It is in choice unrebuilt condition and will not require complete rebuilding in order to play. You'll have to examine twenty other fairground organs to find another as choice as this one!

Just \$3995.00 including a large supply of music. (Stock No. BRU-2480)



Rows of pipes in the organ (Stock No. BRU-2479) described in the right column.



### Views of the Bruder organ.

This organ is quite small, so even a small space will provide comfortable housing for it. The interior is simply made and is in nice condition.

Restoration will be easy as the instrument has been well cared for in the past. Even though the pipework is simple the organ contains some really large scale bass pipes (see bottom left photo). As with any instrument you purchase from us, we'll happily give you advice with rebuilding, ordering parts, etc. Let us answer any question you may have about this organ, or any other piece we offer.



### CHOICE BRUDER FAIRGROUND ORGAN

In exceptional condition...

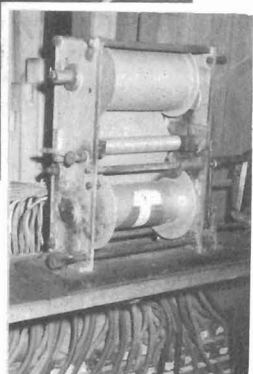
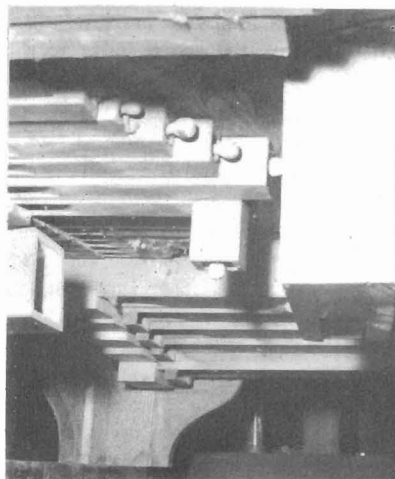
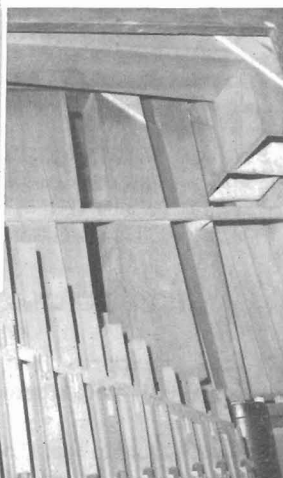
If you've been seeking a choice compact band organ then consider this one! It measures but 5' high, 5'1" wide, and 2'3" deep. The instrument is choice inside and out. For best performance we would recommend a complete rebuilding, but this is not really necessary to have it play nicely. Some patching and tinkering here and there would put it in operating condition.

The organ is of the 46-keyless (without metal keys, but with a tracker bar in the form of a keyframe) specification and comes with a wonderful library of Carl Frei, Sr. music! Considering the quality of this instrument, you'll have to look far to beat this nice band organ! \$3495.00 (Stock No. BRU-2479)

## ARTIZAN / WURLITZER BAND ORGAN Ideal for a Merry-Go-Round!

Built at the Artizan Factories in North Tonawanda as an Artizan Style C-1 Military Band Organ this instrument was converted, probably by Wurlitzer in the late 1920's, to play standard Wurlitzer Style 150 Military Band Organ rolls.

It is an impressively large organ for an instrument of this type. It measures 7'6" high, 7'9" wide and 3' deep. The front of the instrument is heavily carved. In the center is the original scene of a castle overlooking a lake with a seascape below it. The top gallery is hinged and folds down to permit moving through short doorways. The drums remove easily for moving.



The Artizan band organ is crammed with pipework. Directly above this caption is a view of the underside of the organ — showing some of the pipes under the chassis.

Here are the original factory specifications: Instrumentation consists of: Bases, open, octave and contra; wood trombone, wood trumpets, violin, open and stopped pipes in accompaniment and melody, a 20" diameter bass drum, a 14" snare drum and a cymbal. In all there are 136 various pipes and effects.

In addition to the pipes mounted in the main chassis there are a large number mounted horizontally on the underside of the main section.

The instrument is clean throughout and was playing until recent years. It could be made to play with less than a complete restoration. As is the case with any instrument purchased from us, Terry Hathaway will be happy to assist you with restoration suggestions, the ordering of supplies, etc.

With the many large pipes it should play wonderful music. With it is a supply of Wurlitzer Style 150 rolls.

The instrument is clean, sound throughout and is just the thing for use on a merry-go-round (its original use) or for use as a representative circus item in a public or private music collection.

As a group circus band organs are a vanishing species. It is particularly difficult to find a choicely preserved one such as the one offered here.

An excellent value at just \$3495.00. (Stock No. ART-2688)

## DECAP ORCHESTRION/ORGAN IN CLASSIC CASE --With richly carved and ornamented front--

This lovely orchestrion was manufactured by Decap Brothers of Antwerp, Belgium. We estimate that it was made in the 1920's.

With its classic almost-Victorian front the instrument closely resembles a large piano orchestrion of the era. IT is, however, an organ (without piano). The instrumentation consists of many ranks of pipes (the interior is literally crammed with them) ranging from small scale flutes and piccolos to large bass pipes measuring about five feet in length. An interesting rank is formed by the metallophone pipes — small flutes with metal diaphragm resonators.

Adding to the musical output of the pipes are the trap effects of a large bass drum, a snare drum, a cymbal and a triangle.

The instrument was designed to use Decap orchestrion rolls; but we would recommend converting it to use Arburo (Jazz Orchestra) rolls. The tracker bar spacing, roll width, etc. are the same. All you will need to do is to rearrange some of the tubing. We shall give you a Jazz Orchestra layout sheet to provide information about this. This conversion is recommended as there is a wide variety of music available on the Arburo rolls, and new music is being cut. A library of Arburo rolls will go with the instrument (unless Decap rolls are requested) — including new tunes.

The Decap orchestrion is unrestored but in immaculate condition. It will be a pleasure to work on. Refinishing of the case will not be necessary. Wiping with a damp cloth will restore the interior pipes to their original brightness.

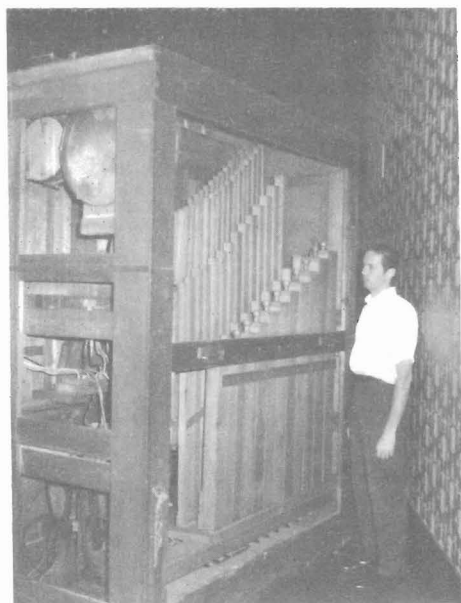
Count on having to re-do the pouches and leather and cloth parts, but if past instruments we've worked on are an indication, we imagine that you'll find that some of this work is more optional than necessary. As is the case with any instrument purchased from us, we'll be happy to recommend sources of materials or provide restoration advice as you work on it. The necessary cloth, leather, and other supplies you'll need are inexpensive and are easily obtained.



The Decap measures 9'6" high, 6'8" wide and 3'8" deep. As the facade and the chassis are integral (not separable) the entire unit can be tipped on its side for moving through a doorway.

Terry Hathaway is shown at the rear of the instrument. The panels have been removed to show the interior.

The Decap is well-made and will be easy to rebuild. As it is made of quality parts rebuilding will be a pleasure.



The Decap is an orchestrion/organ in a case of traditional elegance. It will be a drawing card wherever it is seen and heard.

The case is of light and dark oak and is ornamented with many plaques and carvings. At the center front is a section of art glass (with one small plain piece broken — we'll either fix it for you or deduct \$50 from the cost of the instrument and you can take care of it). Surrounding the beautiful multicolored panel are nineteen light sockets to provide an illuminated fringe. The roll loads easily from the front via two doors at chest height.

This instrument will be an easy and straightforward restoration for you — or we can restore it for you here at reasonable cost. Equally important, it has the potential for playing a lot of very fine music when it is finished. If you've been looking for a dance organ in an ornate case of traditional elegance, then consider this one. Considering its beautiful preservation, magnificent appearance and wonderful music it is an excellent value at our price.

A similar but slightly smaller instrument in lesser condition was recently sold for \$5,000.00. You'll have to look long and hard to beat or even come close to our price for this instrument! \$3900.00. (Stock No. DEC-1800).

*SPECIAL BONUS: If you order this Decap organ before September 30, 1969 we'll deliver it to you free of charge anywhere in the continental U.S.A.! As the instrument is of selected, much-above-average quality to begin with, this is an excellent value!*

#### LOW COST SHIPPING...

Hathaway and Bowers, Inc. offers you expert packing and shipping service to any point in the world. And, best of all, this is done for you at our cost — without a penny of profit to us! Now you can skip all of the fussy details; we take care of everything. All you pay is our low cost! Another service from H&B!

---Terry Hathaway

---Q. David Bowers

#### IMPRESSIVE 77-KEY BURSSENS ORGAN

With many "exotic" effects!

From the standpoint of interesting and exotic ranks it would be hard to beat this large 77-key Bursens dance organ.

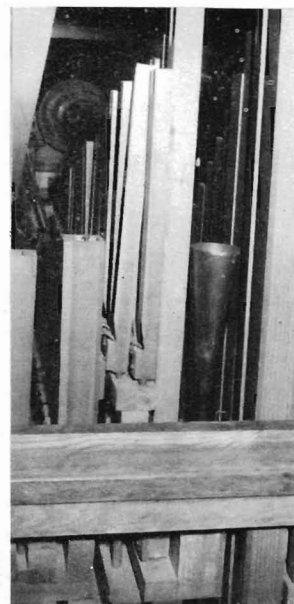
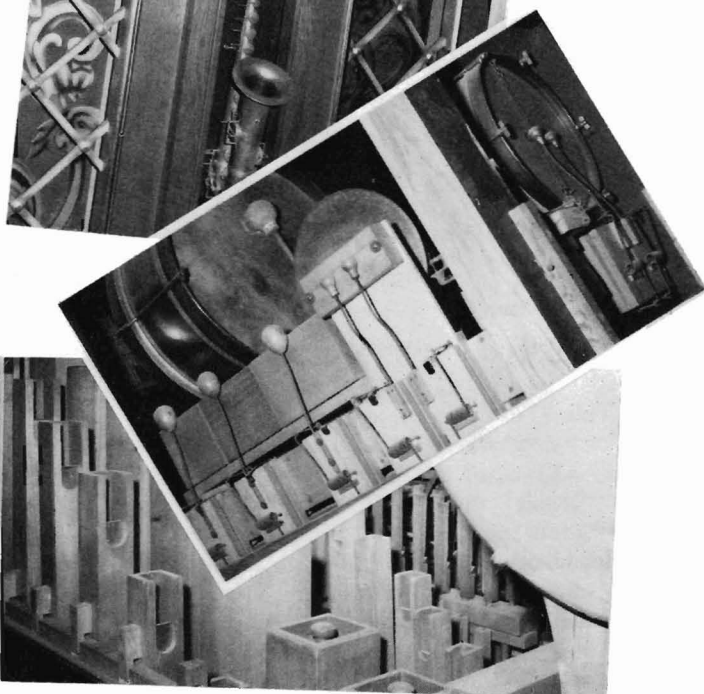
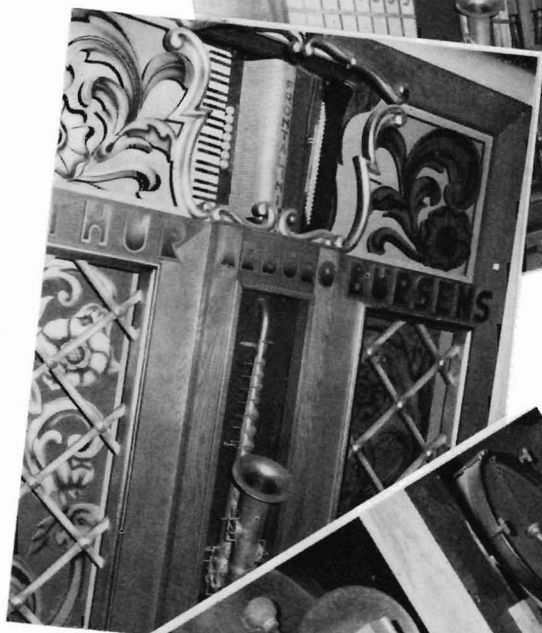
Purchased by us directly from Mr. Arthur Bursens, the instrument is in choice condition throughout. It was built as a showpiece, and a list of its specifications reveals that this is indeed a wondrous instrument! It contains:

- **Pipework:** Many ranks of pipes including not one but two ranks of jazz flutes — one rank of open jazz flutes and one rank of closed jazz flutes, each with a tremolo effect. Another very unusual rank is the row of metal trumpets or horns with conical metal resonators. Backing up these ranks are row upon row of flute, bass, violin, viola, violoncello and tibia pipes!

**Special Effects:** Exposed and in full view on the front as it plays is a real pneumatically operated accordion. Below the accordion is a saxophone. Here's how the saxophone works in a dance organ: Each note on the saxophone is represented by a special wooden saxophone reed pipe mounted in a rank directly behind the saxophone. As a given note plays the tone comes from one of the saxophone pipes. At the same time, the appropriate valve lifts on the display saxophone, giving the appearance and same sound as if the saxophone were being played by a human player!

**Drums and trapwork:** A large bass drum; a snare drum with two rhythm beaters and a special wire brush beater; a tambourine; a Chinese wood block with two beaters; a cymbal; a set of three tuned temple blocks!

**Expression:** Automatic shutters open and close as directed by special perforations in the music. This gives expression that is both charming and realistic.



The camera peers into each side of the large Bursens organ. The left photo shows the key frame and the skid (for continuous playing). Near the right side of the right-hand photo you can see the end of one of the metal trumpet pipes.

**Dimensions:** The chassis and the facade are easily separable for moving. The chassis is 8'7" high, 7' wide and 3' deep (with saxophone removed). The saxophone removes easily for moving. The facade measures 9'2" high and 10'8" wide. With the chassis and facade in place the overall depth of the organ is 4'10".

**Music System:** Key frame with 77 keys. Equipped for continuous operation without attention. The instrument comes with a supply of music - and more can be ordered at low cost.

**Other Information:** The instrument can be equipped for coin operation or may be turned on with a push button. At no extra cost we shall, on request, provide a new coin box for it. As is the case with other dance organs, the instrument is accessible easily for servicing, etc. via panels on all sides.

This instrument was reconditioned by Mr. Bursens immediately prior to shipment to us. However, it has been our experience that tightening of screws in the chests and connectors and general checking and regulating will be necessary. The pipes, pumps, etc. are in beautiful condition and are as bright as the day they were made!

A prize instrument in choice condition. This quality cannot be duplicated, in our opinion, anywhere in America or Europe today.

\$4995.00. (Stock No. JAZ-1609)

**SPECIAL BONUS:** If you order this choice Bursens dance organ, the only one we have remaining from the fabulous Bursens warehouse hoard, before September 30, 1969 we'll deliver it free to charge to you anywhere in the continental U.S.A. You would have to examine 50 dance organs to find one as nice as this - so with this Bonus Offer it represents a truly outstanding value!

#### YOUR FRIENDS IN THE BUSINESS...

We're your friends in the business. We are ever ready and ever willing to help you with any aspect of automatic musical instruments - buying, selling, historical research, etc.

We are just a telephone call or a letter away. We would like to hear from YOU.

---Terry Hathaway

---Q. David Bowers



Views of the 84-key Mortier organ. Behind the elegant front are many ranks of pipes, drum and trap effects, expression controls and other features.



### OUTSTANDING 84-KEY MORTIER ORCHESTRION With beautiful "art" front...

Among the older Mortier organs and orchestrions with the "art" fronts the 84-key was the most popular specification. Over the years we've handled several beautiful 84-key Mortier orchestrions of varying quality and appearance.

This is one of the finest and most artistic styles ever produced. When rebuilt you'll own one of the finest and most musical Mortiers in existence anywhere!

Note: Although space here is too limited for a lengthy discussion we mention here that the artistic classical (pre-World War II and usually pre-1930) Mortier instruments divided themselves into two main classifications. The "orchestrions" as designated by Mortier consisted of (usually) self-contained organs with many ranks of pipes, drums, etc. all housed compactly in a chassis - often with pipes crammed underneath and on the underside of the "roof" in order to fit them all in! Most of these were made in

the 67-key and 84-key specification. The fronts were of the "traditional" orchestrion format and often resembled contemporary products of Hupfeld, Popper, et al. However, the Mortier orchestrions contained no piano - but made up for it by many, many pipes! The second classification was the dance hall organ. These (usually) had a main chassis, four side chambers for pipes, and a large decorative facade which disassembled into many parts for easy moving. These facades had the traditionally ornate "organ" format with curved outlines to the panels, open grillwork in front of the pipes, etc. These were made in sizes from about 70 to 101 keys. (The largest Mortier ever made measured 52 feet wide and was of the 101 key specification)

The later instruments of recent years are an entirely different breed of cat from the early traditional styles, have different pipework and specifications, and have, in some instances, larger numbers of keys.

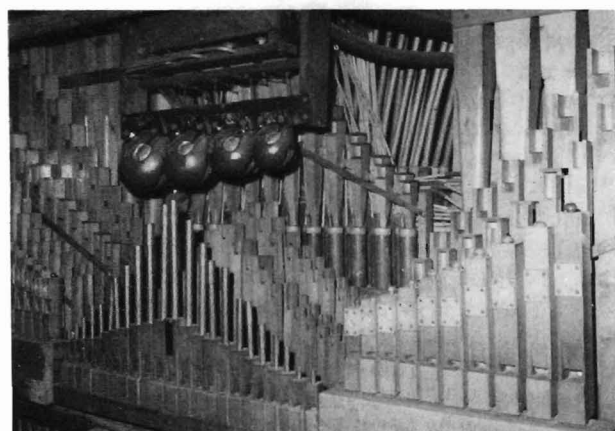
Measurements of the beautiful Mortier orchestrion offered here are: Chassis: (7'8" high, 9'6" wide, 3'4" deep); Facade: (9'6" high, 10' wide, 2'2" deep). In beautiful choice unrestored condition with a supply of music. New music is available cheaply. Send for color photos and details. (Stock No. MOR-2394)

### THE RIGHT INSTRUMENT AT THE RIGHT PRICE

If you're in the market for an automatic musical instrument we have the right instrument for you at the right price. Compare our accurate descriptions and quality and you'll see why most of our business is repeat business - from those who have tried H&B, liked the quality and value received, and have ordered again and again.

---Terry Hathaway

---Q. David Bowers



View of the center front section of the 97-key Mortier with the front panel removed. Condition wise this Mortier is one of the very finest in existence anywhere today! The seemingly innumerable pipes arranged in pyramids and cascades will excite any fancier of these beautiful instruments!

### CHOICE CONDITION 97-KEY MORTIER ORGAN Recently reconditioned...

This 97-key Mortier organ would be ideal for a tourist spot or commercial location. Built in the 1930's the format and appearance of this instrument is a hybrid between the older "classic" types and the modern types. Of 97-key specification, this organ has a chromatic bass and hundreds of pipes divided into many registers. In addition there are many drum, trap and other effects. As the organ is from the 1930's it has many more pipes than do some of the later ones.

As is the case with many of the older and semi-old organs this one was reconditioned and modernized within the

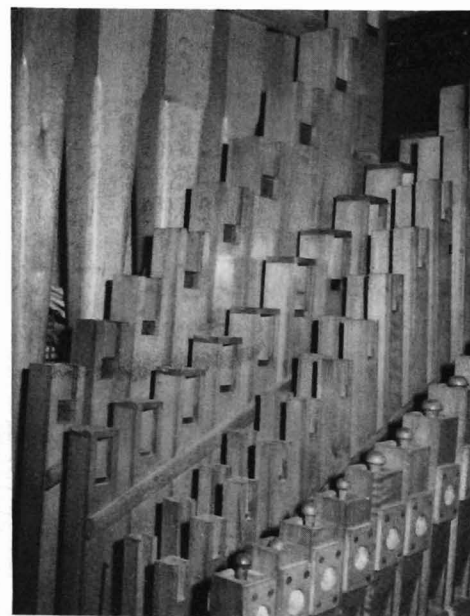




Views of the 97-key Mortier organ. The condition of this is such that very little work will be needed to get it in fine playing status! Our price is much less than you would expect to pay for an instrument of this quality. If you operate a public attraction this instrument will more than earn its keep via a 25-cent slot - and, it will be a fantastic attention getter as well! Ask to see color photos of this fine piece.



Right: Some of the pipes in the 97-key Mortier. In the back row are bass reeds (trumpets and trombones), next come flutes, next come more reeds, then two rows of violin pipes, then a rank of jazz flutes. Below: this colorful row of baxophone pipes is visible at the top front of the organ. Like the other components of this Mortier, it is in nearly "mint" condition!



past few years. The facade has been repainted, the pipes have been cleaned and revarnished, much retubing has been done and new grillwork has been installed in certain sections. The top part of the facade has been removed.

The measurements are 13'3" high, 14'3" wide, and 4'8" deep. If you want to abbreviate the organ to fit it into a smaller space you can take off the top part, reducing it in height to 10'2" at the top of the second level, or you can sacrifice some pipework and reduce it to about 8' at the top of the first level. The organ disassembles for easy moving. The largest part is the chassis which measures 7'5" high, 7'8" wide and 3'3" deep.

For the public place, this organ would fill an ideal spot - and would be a beautiful attraction. The pipework is so placed on this instrument that removal of the front grilles (this can be done in minutes) will reveal rows of cascading and brightly varnished pipes, drums, etc. The condition is such that very little work will have to be done to have it play again. (We can do this here for you at low cost).

Our price on this is such that a dealer will find it an excellent value for resale. As with any instrument ordered from us, we'll be happy to help you with suggestions, etc. once you own it.

Musically, the organ will be outstanding. With it comes a supply of music books. New music is available at low cost. Your inquiry is welcomed. (Stock No. MOR-2392)

### RECOGNIZED AUTHORITIES...

Both Terry Hathaway and Q. David Bowers are recognized authorities in the field of automatic musical instruments. Their knowledge means important dividends to you... You get accurate, authoritative descriptions when you buy from us. Equally important, after the sale is completed you're not forgotten. We're always ready to assist you with any questions you might have, with new music for the instruments, with rebuilding advice, or with anything else we can.

Expertise does make a difference. An important one.



Overall view of this wonderfully ornate 101-key "classic" early Mortier organ. It is one of the very, very few early ornate classic Mortiers with these specifications surviving today. "In person" it is spectacular!



For this photograph we removed the front bottom case of pipes. Our shop manager, Vic Reina, stands in front of the instrument.



Pipework! We have helped many collectors in America and Europe with helpful advice re the restoration of large organs and other instruments. If you buy this (or any other piece) from us, we'll be your "silent partner" and will gladly advise you, free of charge, as you proceed step by step.



Left: Closer view of the center front of this 101-key classic Mortier.

### SPECTACULAR 101-KEY "CLASSIC" MORTIER

An exceptionally fine specimen...

This Mortier organ is of 101-key specification and is a spectacular instrument in every respect. First of all, it has an unusually large number of pipes and ranks all arranged in a "photogenic" way with cascading rows visible from the front! The advanced collector will appreciate that this is one of the few early "classic" Mortiers built with chromatic bass pipes - a feature that permits more elaborate musical arrangements than would otherwise be possible.

The facade is of a simply stunning "massive" format looking more like a castle or temple than an organ! It really must be seen to be appreciated! Color photos taken from various angles will be sent to prospective inquirers free on request.

Fully set up the organ measures 26' long, 16'4" high and 5' deep. The organ, like other Mortiers of this era, is built on a modular basis. If you haven't nearly 17' of ceiling height, the very top part of the facade can be removed easily at the 12'1" level. All of the pipes, chests and other musical apparatus will still be intact. If you haven't 12'1" of space, then you can remove (for storage and use at a later date) all above the 8'3" first level. You will then have to sacrifice use of the xylophone, the baxophone pipes and some other ranks - but you will still have 95% of the playing part of the organ.

The instrument comes apart into many sections for moving. The largest section is the main chassis itself which measures 8' long, 7'6" high and 3'6" deep.

The instrument has hundreds of pipes, a xylophone and drum and trap effects. It can be fairly described as being in fine unrestored condition. Some mostly minor trim and facade parts are missing and a few of the pipes will need regluing or other work. As we have handled Mortier organs of every size, condition, description and degree of desirability we can unhesitatingly recommend this as an outstanding instrument. The 101-key is the largest specification of the regularly built "classic" Mortiers with traditional fronts (modern ones have larger numbers of keys, but usually fewer

pipes). As such, and also considering its absolute beauty, it is an item that will excite the fancy of even the most advanced collector.

The price is very reasonable. If you have not worked on these instruments and elect to purchase this one we'll gladly help you step-by-step with the rebuilding, will help you order new music comprising your favorite tunes, and will help in any other respect we can. When this organ is completed you'll have a showpiece that someone would be happy to travel thousands of miles to see! Price, color photos and answers to any questions you might have on request.

Stock No. (MOR-2392)

#### REPAIRING AND REBUILDING

We have complete facilities to rebuild or repair any instrument listed in this catalogue. If you see an unrestored piece and don't want to do the rebuilding yourself we'll gladly give you an estimate to do it for you. (Note: Due to our work load this rebuilding and repair service is limited only to instruments purchased from us) Quality repairs and rebuilding — another service from H&B.

#### EXPERT INEXPENSIVE SHIPPING SERVICE

When you buy from H&B all you pay is the actual packing and shipping costs. There are no hidden "extras." We have complete facilities to ship anything from a small tabletop music box to delicate glass covered automata to huge organs and orchestrions to any point in the world. Let us handle all of the details. Shipping cost estimates at the lowest rates are gladly given for shipment to any part of America, Europe or elsewhere.

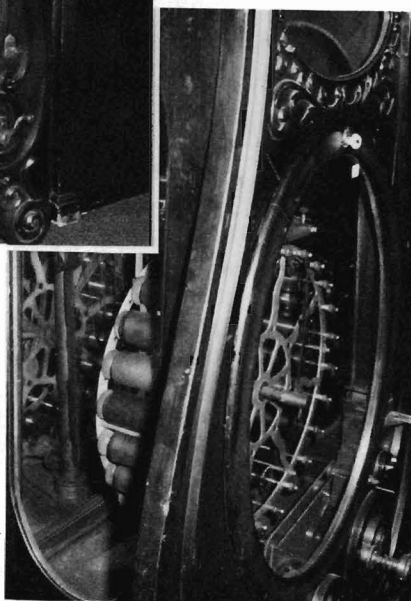
---Terry Hathaway

---Q. David Bowers



Left: The Multiphone (shown alongside of a large Double Mills Violano Virtuoso for comparison).

Right: This angular view of the Multiphone shows some of the interesting inside components. These are displayed so they may be seen from the front or either side via oval windows. In addition, a large mirror at the back of the case reflects the back side of the mechanisms.



Lower front of the Multiphone - showing some of the ornate carving and scrollwork on the case. Appearance-wise and gadgetry-wise this is the ultimate cylinder phonograph!

#### CHOICE MULTIPHONE AUTOMATIC PHONOGRAPH

The Multiphone is the ultimate cylinder phonograph. Its dimensions alone are staggering for an instrument of this type: 7'1" high, 3'6" wide and 1'9" deep!

The Multiphone holds twenty four 4-minute cylinders on a large ferris wheel type of selecting mechanism. The particular cylinder desired may be selected by turning a small crank on the front, or the cylinders will play one after the other in sequence automatically (upon receipt of a procession of nickels through the coin slot).

The Multiphone was introduced and was popular in the years just before 1910. Today they are quite rare. One listed in our Catalogue No. 9 sold immediately, and since then we have sold another privately. It is a distinct pleasure to be able to offer another one now - a specimen in choice condition, separated from perfection only by a refinishing of the case and some minor internal regulation and cleaning work. An exceptional example! \$1995.00 (Stock No. PHO-3147)

#### A CUSTOMER TELLS US . . .

"This is my third trip to your offices. With each truckload I have done very well. I'll see you again soon..." (This customer, a dealer, regularly makes a trip of SEVERAL THOUSAND MILES just to see us. You'll do well at Hathaway and Bowers, Inc. too!

#### ASK THE OLD TIMERS!

It has been our pleasure to have supplied the "old timers" in the music box, nickelodeon and organ field. We number among our satisfied customers the owners of the greatest public and private collections of America, Europe and elsewhere.

Whether you strive to assemble a great collection or would like just a single instrument for a "conversation piece" we invite you to try Hathaway and Bowers, Inc. for the best values your money can buy.

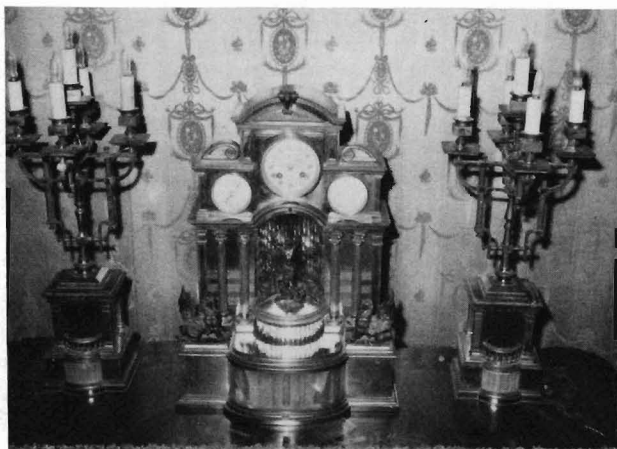
#### ENGLAND, JAPAN, BELGIUM, AUSTRALIA...

Through our shipping doors automatic musical instruments go to all parts of the globe. A Violano-Virtuoso and a Hupfeld Phonoliszt Violina to a dealer in Belgium, a reproducing piano to a collector in Japan, a pipe organ roll player to New Zealand, a Seeburg nickelodeon to a far east club, a beautiful disc box to London... Whether you live next door or halfway around the globe you'll find that the best buys come from Hathaway and Bowers, Inc.

---Terry Hathaway

---Q. David Bowers





**Ornate Tiffany & Co. Clock Set**

This clock set, sold during the early part of the 20th century by New York's famed Tiffany & Co., is breathtaking to behold. Made of brass with gilded trim and inset with onyx it is a beautiful showpiece for a sideboard or mantle.

The entire group consists of a center unit and two (wired for electricity) candelabra of perfectly matching design and appearance.

The center unit measures 21" high, 15" wide and 9" deep. The candelabra stand a few inches higher.

The center part contains a clock with an enameled face. It chimes each hour on the hour. To the sides of the clock are a mercury thermometer and a barometer.

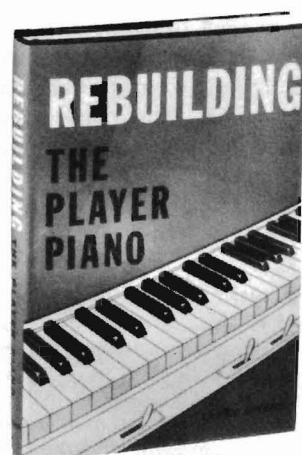
In the center is an allegorical goddess surrounded by a "waterfall" of fifty rotating spiral glass rods. When the clockwork mechanism is wound the waterfall will operate for several hours. A tiny lamp behind the waterfall contributes to the shimmering, sparkling brilliance of this diorama.

The unit is in excellent mechanical condition; the clock and waterfall clockwork have been recently cleaned and reconditioned.

This elegant jewel of a set will enhance the most comfortable surroundings. Beautiful! \$1995.00. (Stock No. ANT-2109)



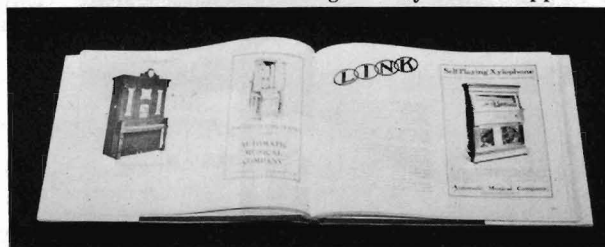
## INTERESTING BOOKS about Music Boxes, Nickelodeons, Organs, etc.



"Rebuilding the Player Piano," by Larry Givens. One of America's foremost collectors guides you step-by-step through the rebuilding of player pianos, reproducing pianos, nickelodeons, player reed organs and other pneumatic instruments. Complete easy-to-follow instructions are given. Anyone with just a slight interest and ability in mechanical things will have no trouble bringing these mechanical music makers back to life!

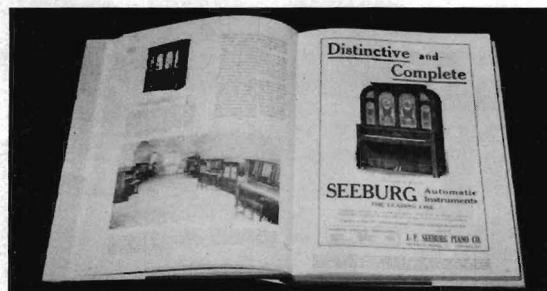
In addition to being lots of fun, rebuilding can be profitable too. Many rebuild instruments to sell them for a handsome profit. This book tells you all you want to know, answers all of your questions and even tells where various rebuilding supplies can be ordered.

This valuable and interesting book, just \$6.95 ppd.



"Player Piano Treasury," by Harvey Roehl. First published in 1961 this book has become the "bible" for collectors. In story form it outlines the history of player pianos from push-ups to reproducing pianos, discusses nickelodeons, delves into the history of violin-playing machines, tells how rolls are made, and describes many other areas of the hobby.

An excellent basic reference. If you have no books in the automatic music field, we recommend this one as an excellent beginning. As with all of our books, your 100% satisfaction is guaranteed! Just \$10.00 postpaid.



**"Put Another Nickel In,"** by Q. David Bowers (a director of our firm). This large and extensively illustrated volume is all about coin operated nickelodeons and orchestrions including Seeburg, Coinola, Hupfeld, etc. Of special interest is an extensive documentation of the products of the Rudolph Wurlitzer Co. using hitherto unpublished information made available to the author from the Wurlitzer Archives. With colorful jacket. Now in its large second printing. New Publisher's Edition, just \$8.95 postpaid (a savings of \$6.00 from the original issue price!)

**"From Music Boxes to Street Organs,"** translated from the original Dutch by Wade Jenkins. This book is about the famous street organs of Holland: how they were made, how music is arranged and cut for them, how they are tuned, etc. Included as part of the background are several chapters on music boxes and automatic instruments in general. An interesting and very readable book spiced with many anecdotes. \$6.95 postpaid.

**"The Cylinder Music Box Handbook,"** by Graham Webb. A comprehensive guide to all types of cylinder boxes with many valuable tips on their care, repair, restoration, etc. Illustrated profusely. The jacket features a lovely Paillard orchestra box which we listed in one of our earlier catalogues. \$6.00 postpaid.

**"Collecting Music Boxes and How to Repair Them,"** by Arthur Ord-Hume. A basic text for anyone interested in cylinder or disc music boxes. Just about everything is discussed — from musical snuff boxes to the histories of Polyphon, Symphonion, Regina, etc. boxes, to how to repin a cylinder! Many illustrations. \$7.50 postpaid.

**"Keys to a Musical Past,"** by Harvey Roehl. A good beginning guide to the world of automatic musical instruments in general. Illustrated with pictures of music boxes, reed organs, organs, nickelodeons, orchestrions, etc. \$2.00 per copy; 5 copies for \$9.00 (these make ideal gifts!).

**"Pictorial History of the Carousel,"** by Frederick Fried. A wonderful picture and story book about the gaily carved and colorful circus carousels of years ago. Includes information on the firms that made them, the carvers of the carousel horses, the band organs which were a part of every merry-go-round, etc. The author does a beautiful job with this book. When you're done with it you'll be a confirmed enthusiast of these reminders of the happy years of long ago. Published at \$15.00. Special: \$9.95 postpaid.

**"Pictorial History of the American Circus,"** by John and Alice Durant. A portfolio of circus history with many illustrations of famous shows and performers of the past century or two. Interesting reading. \$7.95 postpaid.

**Interesting Catalogue Reprints.** We made a special purchase from the Vestal Press — and offer you reprints of old-time catalogues at more than a 25% discount!

Unless you have years of patience and a good measure of luck you'll never own the originals of these catalogues — and even if you could find them, they would bring, as a group, \$100 or more on the collectors' market. The Vestal Press has borrowed choice originals and has issued needle-sharp reprints on fine paper. We made a special purchase of 12 of the most popular titles — and pass the savings on to you.

You'll get catalogues of Regina, Seeburg, Cremona,

Nelson-Wiggen, Wurlitzer, etc. A \$21.00 value at the regular Vestal Press retail prices. Special net, just \$14.95 the lot! Ask for "Special Reprint Offer" when ordering.

## STEREO HIGH FIDELITY RECORDINGS of Automatic Musical Instruments

We offer a wide selection of 33rpm stereo high fidelity records. To simplify our procedures at this end and to offer a savings from list price to you, we are offering each of the following records (with "R" stock numbers) for \$3.95 each; or if you order ten or more at one time they are just \$3.50 each.

Our prices include packing and postage. When you consider that most others charge 25 to 50 cents per record extra for this, our prices represent added savings.

To simplify your ordering we have assigned an inventory number (such as R-1) to each disc. Just list the discs you want by these numbers on your order blank.

All records are first quality pressings and are guaranteed to please you. All have colorful covers with historical text or notes on the back side.

Prices, net: One record, \$3.95; 10 or more ordered at the same time, just \$3.50 per record — all postpaid. You really save by ordering a "library" of ten or more at once. Order by stock number such as R-1, R-5, R-18, etc.



**Circus Carnival Calliope.** Features a Tangley CA-43 calliope playing such favorites as American Patrol, Turkey in the Straw, The Billboard, Yankee Doodle, etc. \$4.79 list. Net \$3.95. (Stock No. R-1)

**Nickel Music - Music of the Gay Nineties.** This record is a lot of fun and features a wide array of Wurlitzer, Seeburg, etc. nickelodeons. Tunes include Dixie, King Cotton, Jolly Coppersmith, Wild Irish Rose, Over the Waves, etc. A good record for "getting acquainted" with nickelodeons! \$4.79 list. Net \$3.95. (Stock No. R-2)



**The Wonderful Belgian Band Organ - Vol. I.** Features a Mortier band organ with many favorite tunes such as Entry of the Gladiators, Anchors Aweigh, Stein Song, Blue Danube, Yes We Have No Bananas, etc. Good listening! List \$4.79. Net \$3.95. (Stock No. R-3)

**Christmas Music Box Favorites.** Tunes include Adeste Fidelis, Silent Night, Hark the Herald Angels Sing, etc. played on a variety of music boxes. \$4.79 list. Net \$3.95. (Stock No. R-4)



**Fantastic Honky-Tonk Player Barroom Piano.** Features a Wurlitzer Style I nickelodeon with mandolin attachment. Includes: Hot Time in the Old Town Tonight, School Days, Red Wing, Col. Bogey, Devil's Hornpipe, etc. \$4.79 list. Net \$3.95. (Stock No. R-5)

**Big Top Circus Calliope.** Features a Wurlitzer Calliola playing Tennessee Waltz, The Thunderer, Washington Post, Pony Boy, etc. \$4.79 list. Net \$3.95. (Stock No. R-6)



**Big Top Carousel Band Organ.** Tunes include Sidewalks of New York, Sweet Rosie O'Grady, School Days, Little Annie Rooney, etc. List \$4.79. Net \$3.95. (Stock No. R-7)

**The Wonderful Belgian Band Organ - Vol. II.** Tunes include When You Were a Tulip, San Antonio Rose, Down Yonder, Smiles, Roses of Picardy, When the Saints Go Marching In, etc. \$4.79 list. Net \$3.95. (Stock No. R-8)



**Old Time Circus Calliope.** Wurlitzer Calliola. Tunes include My Buddy, Marching Through Georgia, Red Wing, Over the Waves, etc. \$4.79 list. Net \$3.95. (Stock No. R-9)

**More From the Gay Nineties Village.** etc. including a Calliola, a Seeburg KT Special, etc. Tunes include Tipperary, I Wonder Who's Kissing Her Now, Stars and Stripes Forever, etc. \$4.79 list. Net \$3.95. (Stock No. R-10)



**Come to the Fair.** Wurlitzer Style 157 band organ plays Beer Barrel Polka, After the Ball, Sidewalks of New York, Tenting Tonight, El Capitan, etc. \$4.79 list. Net \$3.95. (Stock No. R-11)

**Big Bertha Band Organ.** Limonaire Freres fairground organ. Tunes include Springtime in the Rockies, Col. Bogey, Skaters Waltz, Queen City, etc. \$4.79 list. Net \$3.95. (Stock No. R-12)



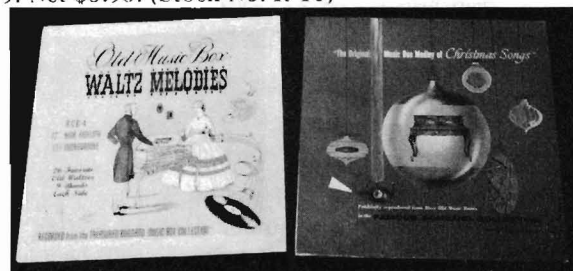
**The Wonderful Belgian Band Organ - Vol. III.** Give My Regards to Broadway, Bill Bailey, Band Played On, Meet Me in St. Louis, etc. \$4.79 list. Net \$3.95. (Stock No. R-13)

**Trumpet Fair Organ.** Gavioli organ. Waiting for the Robert E. Lee, Peg O' My Heart, Toot Toot Tootsie, I'm Looking Over a Four Leaf Clover, etc. \$4.79 list. Net \$3.95. (Stock No. R-14)



**The Madam's Piano.** A Coinola cabinet piano plays "A" roll tunes including After the Ball, Missouri Waltz, Among My Souvenirs, Baby Face, Song of the Islands, etc. List \$4.79. Net \$3.95. (Stock No. R-15)

**After 1309 Hours.** It took 1,309 hours to restore this Gasparini organ; then this record was made! Plays such tunes as The Battle Hymn of the Republic, Somewhere My Love, Fleurette Waltz, Winchester Cathedral, L'Internationale, etc. List \$4.79. Net \$3.95. (Stock No. R-16)



**Music Box Waltz Melodies.** Bornand Collection. Invitation to the Dance, Merry Widow, Espana, Treasure Waltz, Estudiantina, etc. played on a variety of music boxes. Net \$3.95. (Stock No. R-20)

**Music Box Medley of Christmas Songs.** Bornand Collection. Silent Night, First Noel, Ave Maria, Jingle Bells, etc. 5 different boxes featured. Net \$3.95. (Stock No. R-21)

**Golden Music Box Favorites.** 26 different tunes on 6 different music boxes! Mockingbird, Hearts and Flowers, Silver Threads and other tunes. Net \$3.95. (Stock No. R-22)





The Fantastic Jazz Orchestra. Features a large Arburo



(manufactured by Arthur Bursens of Antwerp, Belgium) dance organ recorded in the Hathaway and Bowers, Inc. music salon. This instrument is one of the group we purchased in 1968 - the Bursens Warehouse Hoard. Features an array of melodies including Winchester Cathedral, Auf Wiedersehen, Yellow Rose of Texas, Tipperary, Marianne, etc. \$4.79 list. Net \$3.95. (Stock No. R-30)

### THE MARVELS OF MECHANICAL MUSIC

---a special offer for you---

A new series of three stereo high fidelity 33rpm long play recordings - recorded from automatic instruments in the Hathaway and Bowers, Inc. music salon.

Each record has detailed historical notes illustrating and describing the instruments on it. The records are a musical excursion through the wonderful world of automatic instruments!

Here are the three records in the series:

**Roadhouse Rhythm.** A delightful array of instruments including a Wurlitzer nickelodeon piano, two large Wurlitzer orchestrions (a CX and an LX), an Encore Banjo, a Mills Violano-Virtuoso, A melodious Coinola X orchestrion, a rare Wurlitzer Mandolin Quartette, etc. Includes such tunes as Turkey in the Straw, I'm Looking Over a Four Leaf Clover, a medley of favorite march tunes, California Here I Come, My Old Kentucky Home, Roses of Picardy and many, many more! \$4.79 list. Net \$3.95. (Stock No. R-31)

**Fairground Favorites.** Music of the Circus Midway! Features a Wurlitzer 125 brass trumpet organ, a large Wurlitzer 165 band organ, a charming Tangle CA-43 roll-operated calliope and, on the flip side, a melodious dance organ. A delightful album with such tunes as Hello Dolly, Estudiantina, Our Director, In the Good Old Summertime, Sidewalks of New York, Swanee, When the Saints Go Marching In, In the Shade of the Old Apple Tree, etc. \$4.79 list. Net \$3.95. (Stock No. R-32)

**Wurlitzer and Weber Orchestrions!** The Amazing Mechanical Concert Orchestras! Side 1 features the almost human expression of the Weber Maestro concert orchestrion which imitates perfectly a jazz band of the Roaring Twenties era! The flip side features a large Wurlitzer Style 30-A Mandolin Piano Orchestra which was just the thing to liven up proceedings in a dance hall in the "good old days." Tunes include Lambeth Walk, Maria Elena, Jazz-Jazz, Cuckoo Waltz, The Song is Ended (but the Melody Lingers On), Rose Marie, Under the Double Eagle, My Blue Heaven, Wake Up Little Girl, etc. \$4.79 list. Net \$3.95. (Stock No. R-33)

**SPECIAL OFFER!** Order all three records in the "Marvels of Mechanical Music" series for just \$9.95 the set of three! Just ask for "Marvels of Mechanical Music" set on your order.



**EXTRA SPECIAL OFFER!** Order four "Marvels of Mechanical Music" sets for just \$24.95. These regularly retail (12 discs at \$4.79 per disc) at a total of \$57.48 - so this offer is less than half price! Ideal for resale, gift giving, etc. Ask for "Extra Special Record Offer" \$24.95 when you order.



### WHATEVER HAPPENED TO 1910?

An adventure in stereo!

This record takes you back to the sounds of 1910. Dialogue plus sounds from such items as a cylinder phonograph, a Regina music box, a band organ, etc. - not to mention the clanging of a streetcar and other assorted noises - faithfully recreate this wonderful era. The colorful interleaved record album/booklet is a collectors' item in itself. NET \$5.95. We guarantee you'll be delighted!

From the

### MUSICAL WONDER HOUSE

of Wiscasset, Maine...

The Musical Wonder House of Wiscasset, Maine is operated as a museum and tourist attraction during the summer season. The three albums offered below feature instruments on display there. All albums are stereo hi-fi 33rpm with descriptive album covers. The records are \$4.95 per album postpaid. Order by record number. Satisfaction guaranteed. THIS IS THE FIRST TIME WE HAVE OFFERED THESE RECORDINGS FOR SALE.



**Musical Wonder House Sampler No. 1.** Features various music boxes by Bremond, Paillard, Stella, New Century, Polyphon, Mira and Fortuna - plus two player piano selections. 15 tunes in all. Net \$4.95 (Stock No. R-50)

**Musical Wonder House Sampler No. 2.** Features a variety of tunes played on a Polyphon with bells, an upright Regina, a Swiss orchestra box, a Stella disc box, a Nicole Freres overture box and others. Net \$4.95 (Stock No. R-51)

**Christmas Melodies from the Musical Wonder House.** Favorite Christmas melodies played on a variety of disc music boxes. Illustrated album with historical notes. Net \$4.95 (Stock No. R-52)



#### New Releases!

### WELTE LEGACY of PIANO TREASURES

Two years ago we offered a selection of recordings made via original Welte rolls played on a Welte "Vorsetzer" and a Steinway grand piano. This offering was a success, and we sold hundreds of recordings. The producer of that series, Recorded Treasures, Inc., issued those records in limited edition at \$12 per disc - which necessarily limited the market for them.

Now Recorded Treasures, Inc. has released a second series of Welte recordings at more popular prices. The best recording techniques were used, the best materials for the records were used - in short, these new records have the same superb fidelity as those issued at \$12 earlier. These new

discs are available at \$6.95 each or \$69.00 for the set of twelve discs (a \$14.40 savings).

Here is the story of the Welte Legacy of Piano Treasures as written by Ben M. Hall (excerpted from the back of the album jackets):

#### "MAGIC PERFORMANCES COME BACK TO LIFE!"

The most remarkable of all reproducing instruments was a device invented by the German genius, Edwin Welte, around 1900. Welte invented the first reproducing system for pianos, a system which was as different from the then-current player piano mechanisms as stereo recordings are from Edison cylinders. Edwin Welte gave reproduced piano music a soul.

The Welte recording and reproducing system was a marvel of sheet mechanics. In its way it seems far more remarkable than the electronic wonders of today, and somehow it seems to stand as a sort of monument to mechanical genius at the peak of its cog wheeled, cammed and levered, pneumatic glory. It made its debut in 1904... Briefly, here is how the Welte worked:

The recording unit, connected to the Steinway in the music salon, contained a roll of specially aged, thin paper, marked off into 100 parallel lines. Poised over each line was a little wheel of extremely soft rubber, with pointed edges. Each wheel was in contact with an ink supply, and in this much of the process it resembled a small printing press. Under the keyboard of the Steinway was a trough filled with mercury; attached to the underside of each key was a slim rod of carbon. As the key was depressed, the rod dipped into the mercury and an electrical contact was established between it and an electromagnet connected to the corresponding inked roller in the recording machine. The harder the pianist hit the key of the piano, the deeper the carbon rod would plunge into the mercury, and the stronger the current between the rod and the electromagnet would be. The harder the inked rubber wheel was pressed against the moving paper roll, the wider the mark it printed on the paper. The pianist's pedaling and speed of attack was captured in the same way.

After a selection had been finished, the paper roll was removed from the recording machine and run through a chemical bath to "fix" the colloidal graphite ink which had been printed on it by the rollers. This ink was electrically conductive, and when the roll was ready to play back, it was put into a master reproducing Vorsetzer which "read" the markings in almost the same way that the magnetic markings on bank checks are read today. The term "Vorsetzer" meant "sitter in front of" in German.

Shortly after recording a selection, the artist returned to the music salon and found the Vorsetzer "seated" at the keyboard at which he had been playing. But nobody laughed when the Vorsetzer began to play. The results were astonishing... The Welte Vorsetzer recreated the pianist's own performance with every pause, every shade of expression, every thundering chord...

The Welte Legacy of Piano Treasures discs were recorded using a Welte Vorsetzer reproducing mechanism in combination with a nine foot Steinway grand. With the most perfect studio conditions and with the priceless master library of Welte rolls to choose from (a library obtained by the owner, Mr. Richard Simonton, directly from the Welte family), the music has been re-created for all posterity...

Here are the discs we now offer. Order by stock number:

**Josef Lhevinne performs in 1906.** Etude, Op.25, No.10, B minor by Chopin; Etude de Concert, E flat by Schloezer; Prelude, Op.75, No. 9 by Rubinstein, and several other selections. Net \$6.95. (Stock No. R-60)

**Stavnhagen & Reisenauer perform in 1905.** 5th Paganini Etude, E major by Liszt; 12th Hungarian Rhapsody, C sharp minor, by Liszt; Album Leaf for Elise by Beethoven; Berceuse, Op.57, D flat by Chopin, and other selections. Net \$6.95 (Stock No. R-61)

**Dohnanyi (1906) & Bartok (1920) perform their own compositions (and others).** Gavotte and Musette; Capriccio, Op.2, No.4, B minor; Rumanian Folk Dances; Evening in the Country; Sonatine, and other selections. Net \$6.95 (Stock No. R-62)

**Leschetizky performs his own compositions (and others) in 1906.** Barcarolle, Op.39, No.1, A minor; Waves and Billows, Op.40, No.1; The Two Larks, and other selections. Net \$6.95 (Stock No. R-63)

**Mahler (1905) - Faure (1913) - Reger (1905).** All perform their own compositions - including Ging Heute Morgen Ubers Feld; Funeral March; Pavanne; Barcarolle Op. 26, A minor; Silhouette, Op.53, No.2, D major; Humoresque, Op.20, No.5, G minor, etc. Net \$6.95 (Stock No. R-64)

**Walter Giesecking performs circa 1920.** Various selections by Debussy, Grieg and Rubinstein. Net \$6.95. (Stock No. R-65)

**Ignace Jan Paderewski performs in 1906.** Minuet, Op.14, No. 1, G major by Paderewski; Nocturne, Op.16, No. 4, B flat by Paderewski; Impromptu, Op.142, No.3, E major by Schubert; 10th Hungarian Rhapsody, E major by Liszt, and other selections. Net \$6.95. (Stock No. R-66)

**Scriabin performs in 1905; Pouishnoff performs circa 1920.** Scriabin performs his own compositions; Pouishnoff performs Polichinelle by Rachmaninoff; Tango by Albeniz-Godowsky, and other selections. Net \$6.95. (Stock No. R-67)

**Alfred Grunfeld performs in 1905.** Traumerei by Schumann, Isolde's Love-Death by Wagner and Liszt, Andante in F major by Beethoven, and other selections. Net \$6.95. (Stock No. R-68)

**Josef Hofmann performs in 1913.** Tannhauser, Overture, by Wagner and Liszt; Polonaise, Op.44, F sharp minor by Chopin, and other selections. Net \$6.95. (Stock No. R-69)

**Glazounow performs his own compositions in 1911.** Second Sonata, Op.75, parts 1, 2 and 3; Prelude, Op.49, No. 1, and other selections. Net \$6.95. (Stock No. R-70)

**Franz Zaver Scharwenka performs in 1906.** Various selections by Chopin, Liszt, Scharwenka, Schubert, and Mendelssohn. Net \$6.95. (Stock No. R-71)

**SPECIAL OFFER:** All of the above albums, Nos. R-60 through R-71 inclusive, twelve albums in all - for just \$69.00 (save \$14.40 off the single price). Ask for "SPECIAL WELTE LEGACY OFFER" when you order. Your complete satisfaction is guaranteed - or an instant refund will be given.



HATHAWAY AND BOWERS, INC.  
11975 E. FLORENCE AVE.  
SANTA FE SPRINGS, CALIF. 90670



FABULOUS COLLECTION OF ANTIQUE MUSICAL DOLLS  
AND AUTOMATA

We have just acquired one of the world's most beautiful collections of antique musical dolls and automata. The doll shown above, a sorceress, is mechanical and musical as well! She performs ever-changing magic tricks as the music plays. Included in this collection are about three dozen different pieces. All of them are musical! It is our preference at the moment to sell the collection intact. It is offered at a price in the low five-figure range. As an exhibit that few museums or private collections can come even close to matching it merits your serious consideration. Inquiries invited!





### FROM OUR CUSTOMERS...

"Just a few lines to let you know that we received the Symphonion in fine shape and we are very pleased with it in every respect. The tune discs are all excellent choices.

It is an exceptional piece of furniture and an instrument of which we are very proud"

---G.H.

Spokane, Washington

"We purchased a Seeburg nickelodeon from you a few months back and I want to tell you that we have received more enjoyment from it than almost anything else we have ever purchased..."

---J.R.

Mesa, Arizona

"Thank you for your catalogue. It was the first catalogue I ever ordered from, and it was well worth it..."

Just 6 months ago I saw a Seeburg Style E playing and I was amazed to see such a mechanical wonder. That's what started me in the mechanical musical field. I just received your "Nickel Music" record and enjoyed it a lot. I am very pleased with everything, so you can add me on your satisfied customers list..."

---R.K.

Chalfont, Pennsylvania

"I was watching Walter Cronkite on CBS news a few minutes ago and was really surprised and most delighted to see the fascinating visit to your nickelodeon and music box showrooms... Now I know what the place really looks like and sounds like! It was almost like visiting you in person, Mr. Hathaway.

I shall plan to visit you soon..."

---D.B.

Topeka, Kansas

"Many thanks for your catalogue. It was most interesting and reflected a lot of work on your part..."

You will be hearing from me soon..."

---N.E.

London, England

"The music box arrived in perfect shape and we are delighted with it. We shall be searching through your catalogues for other items..."

---M.F.

Aspen, Colorado

"Mr. --, my good friend, was in last evening. He was impressed by the items you sent. You will hear from him again soon, as he is very pleased - and so am I - with the Violano you sent..."

---F.B.

Newark, Ohio

"Enclosed find a payment on the Wurlitzer organ. I enjoy receiving your catalogues and I must say that the photographs and the captions about each instrument are very clear and informative. I especially like your question and answer forum, as this is an education in itself..."

---G.M.

New York

"...Remember the Gem Roller Organ, unrestored, that I bought from you? Well, that's long since finished, and it is a perfect job... It is really beautiful, and I am glad I have it... Please let me know about the other two instruments I inquired about..."

---J.O.

Fresno, California

"The dance organ arrived on the 16th... It seems to be all you said it was. The pipework is fine, and the general condition of the instrument is exceptionally nice. I am very pleased with it, so you can add me to your list of satisfied customers..."

---L.G.

Wexford, Penna.

"The instrument arrived and everything was in extra good shape. It is now set up and playing, and sounds great. Everyone likes it immensely..."

---D.P.

Houston, Texas

"The orchestrion arrived. It was exactly in the condition you described it over the telephone. On the basis of our conversation I quoted my customer a price for rebuilding it - and when I had a chance to examine the orchestrion in person I found that the information on which I based my quotation was 100% correct..."

---W.S.

St. Louis, Missouri

"The Regina arrived last week... I wish to commend your packing and shipping department on the excellent crating job they did. I even saved the box for future use. The music box is positively magnificent in every respect and the tonal quality is of superb full room volume. It is truly a beautiful thing... I can honestly say that I would not consider disposing of this box for twice my investment."

---R.R.

Richmond, Indiana

"I am very pleased with the instruments I have purchased from you. The Hupfeld brings back musical memories of years ago. I have enjoyed all of our transactions, and hope that you have too..."

---R.D.

Brussels, Belgium

"...Now that I have purchased several things from you and have been very happy with everything, I thought I drop you a note to say that I was hesitant when ordering the first music box last year. I had never bought anything sight unseen - and expected the worst! As you know now, I was more than pleased - and the music box was everything you said it was, and more. If you treat your other customers as you have treated me it is no wonder that your business has grown so. Best of luck with everything!..."

---L.W.

Miami, Florida

"Thank you for your straightforward and businesslike way of handling things. I have enjoyed and have been pleased with every transaction we have ever had..."

---W.G.

London, England



MUSIC ROLL PERFORATING  
via the  
LEABARJAN PERFORATOR...

Several months ago we acquired a 32-page illustrated booklet entitled "The Perforation of Music Rolls with the Leabarjan Perforator." Harvey Roehl, owner of the Vestal Press, learned of our find and expressed interest in reprinting it. Now, several months later, the reprint - the exact size, quality and format of the original - is ready. If you would like one the price is \$3.00. Ask for "Leabarjan Reprint" when ordering.

The book, incidentally, is hardly absorbing reading from a storytelling viewpoint. Rather, it is an explanation of music roll arranging for the amateur. If making or arranging your own music rolls has ever piqued your imagination, then you'll find this booklet to be full of helpful hints. Some of the illustrations from it are reproduced after the following paragraphs...

The Leabarjan Manufacturing Company's history has been obscure, and little about the firm has found its way into print. An exchange of correspondence between ourselves and Mr. David Junchen. Dave, incidentally, is a real genius himself when it comes to arranging music rolls. We treasure a newly-arranged style "O" orchestrion roll he gave us as a gift after staying with us a summer several years ago. It's too bad that Dave wasn't around 40 years ago to arrange orchestrion rolls in the heyday of the industry!

It is with Dave's permission that we reprint his letter to us - a letter that sheds light on the Leabarjan Company:

May 6, 1969

Dear Terry and Dave:

Let me tell you about the results of some investigation I did today. As you may know I am installing a large Wurlitzer pipe organ in Hamilton, Ohio. Mr. Roy Haning brought to my attention that the Leabarjan perforators were made in Hamilton, so I did some checking and finally ended up this evening having a very pleasant conversation with the last owner of the Leabarjan Company, Mr. Leo F. Bartels. The company was incorporated October 10, 1911 with a capital of \$100,000.00. John C. LEase was the inventor of the perforator, and Carl BARTels joined the firm also, and Mr. JANzen was the financial backer. Carl Bartels was the company president, his son Leo secretary, and Franz Janzen vice president and treasurer.

In later years Carl and Franz abandoned their interest in the company and its operation was continued by Leo until he sold the company in 1928 to some men who wanted to use it for a machine shop. He credited the demise of the company to the rising popularity of the phonograph. The building, at 521 Hanover Street in Hamilton, has been razed and another structure now stands there. Mr. Bartels told me that none of the interested parties ever received one cent of dividends!

In recent years a number of inquiries addressed to the Leabarjan Company in Hamilton have been forwarded to Mr. Leo Bartels by some of his friends at the post office, even though the company as such died in 1928. Most of these inquiries have been from people wanting to locate perforators. Mr. Bartels says that he has no idea where any may still be found. Mr. Bartels is a very nice gentleman and offered to send me an old Leabarjan catalogue.

He estimates the total production of perforators at under 1,000. The most popular model, the No. 5, sold for about \$75.00. A number of production perforators (which made up to 16 copies from a master roll) were sold. I asked him if around ten of these large duplicating perforators were made, and he replied that a good many more than ten were manufactured. Most were electrically driven, but they did have a hand cranked model!

One of the company's founders, Franz Janzen, saw the perforator as a valuable educational device, and to a certain extent it was, but of course this was a very limited market. Mr. Bartels told me that the greatest market for the perforator, and particularly for the production perforators (which sold for around \$500.00) was to composers who wanted to plug their own songs when the major roll companies wouldn't! He also said that a considerable foreign market existed, particularly in South America. He said that no really large scale production perforators were made, such as for a company like QRS. He mentioned that famed roll arranger J. Lawrence Cook got his start perforating on a Leabarjan!

Thus concluded my conversation with Mr. Bartels...

Sincerely,  
Dave Junchen

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# LEABARJAN

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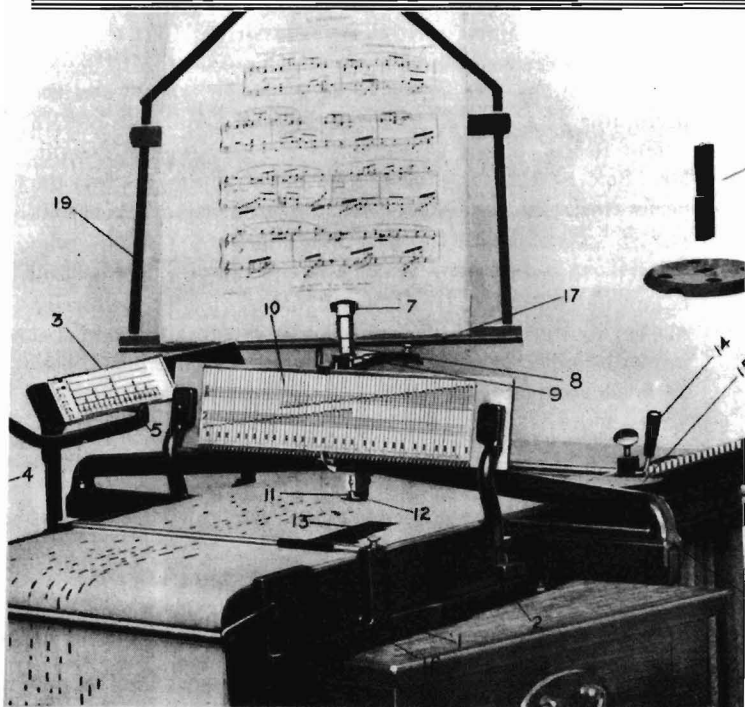
## The Leabarjan Perforator in the Schools



The above illustration shows one of the Leabarjan Perforators, Style 5, being used for educational purposes in a public school room. The music teacher is demonstrating the use of the machine to a group of students.

The Leabarjan Perforator affords a very interesting and successful method of teaching the time values of notes and rests, the position of notes on the staff, the piano key-board, different scales, and all the fundamental principles of music. The science of music is a separate and fundamental subject, the problems of which should be mastered, if possible, before the instrument of expression is chosen. This is possible where the student learns to make a perforated music roll—with the Leabarjan Perforator genuine music study will be a pleasure and the student will be anxious to accomplish a greater task each day.

The Leabarjan Perforator will give the music student a tangible record of his knowledge of music; a record that will not only be a book of notes that he has written or from which he has played or studied, but a roll of perforated music that will immediately reveal the accuracy of his musical understanding.



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# LEABARJAN

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## Leabarjan Music Roll Perforator

Patented October 11th, 1911

Leabarjan Manufacturing Co.

Hamilton, Ohio

U. S. A.

### AS WE GO TO PRESS...

On the following two pages are listed last-minute acquisitions with a photograph of each. If you see something of interest just ask us for information (refer to the number—such as “No.17 on page ‘90”) and we’ll send color photographs, a description of the condition, and your net price (in instances in which the item is not priced in our catalogue).





No.1. Circa 1908 tubular pneumatic Estey pipe organ (not automatic). Mostly rebuilt. Many ranks of pipes. Self contained. The main case with the pipework is about 10'6" high, 8' wide and 5'6" deep. The bench and pedalboard add more depth. With two 61-note manuals and 30 note pedalboard. 4" wind pressure. Nine ranks 4' to 16'. Beautifully finished light golden oak case. Originally used in a theological seminary.



No.2. Edison DOUBLE coin operated cylinder phonograph. These are exceedingly rare. Used in phonograph parlors around the turn of the century. \$695.00



No.3. Very ornate Limonaire fairground organ with original paintings and designs in mint condition. Elaborate front with many carved swirls and curlicues!



No.4. 19th century English bracket clock with three varieties of chimes. In beautiful light oak case with brass dial. Very choice condition and very attractive!



No.5. Columbia Deluxe Grafonola in mahogany console identical to that used for the Style 240 Reginaphone. With carved lion's heads. Choice condition. \$395.00



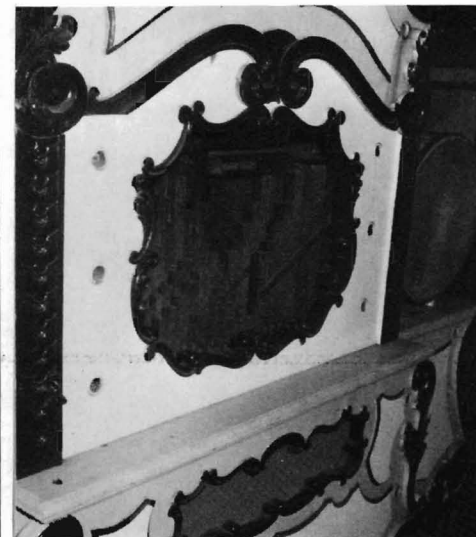
No.6. Losche orchestration piano with ranks of pipes. The only one remaining from the group we offered last year. Write for special low wholesale price on this!



No.7. Choice Philipps orchestra piano with mandolin, xylophone, pipes (w/tremolo) and expression effects. In tall case. Uses Wurlitzer Mandolin PianOrchestra rolls.



No.8. "I Speak Your Weight" talking scale manufactured circa 1911. Speaks via a phono disc (which is cracked but operable). Case nicely repainted. Unusual! \$295.00



No.9. Wurlitzer Style 153 military band organ. Apart from a missing snare drum this is a really topnotch specimen of this popular organ. Duplex roll mechanism.



No.10. Limonaire fairground organ with brass flageolets and piccolos. We haven't set this one up yet, but it looks like a choice one! Write for further information.



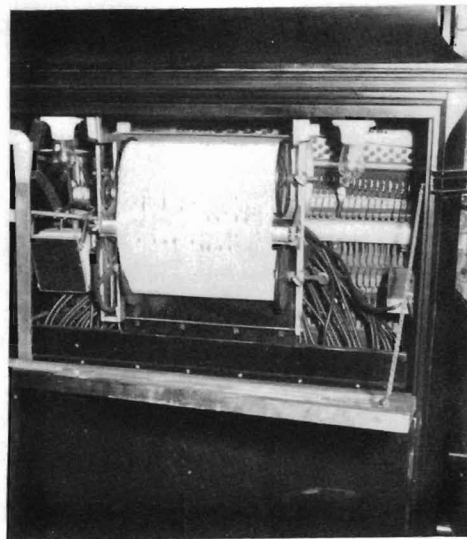
No.11. Three antique mechanical chirping birds in a gilded cage. Late 19th century. Interesting, colorful, attractive, popular! A nice conversation piece.



No.12. Ornate Symphonion disc music box on matching cabinet. Beautiful appearance and tone. Refinished cabinet is in mint condition. Choice! \$1295.00



No.13. Group of five birds - two still birds and three animated ones - in a gilded cage. Late 19th century. Attractive and desirable. Write.



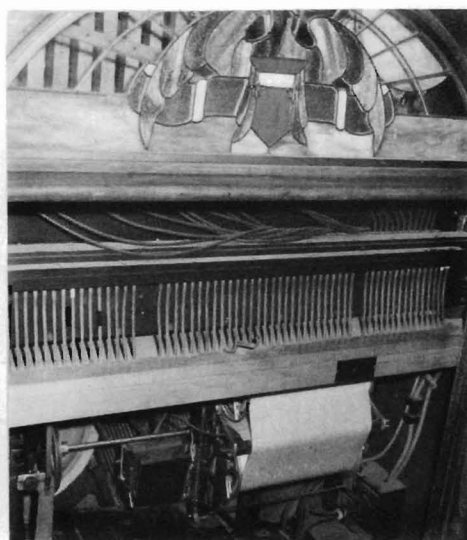
No.14. Seeburg Style PGA "A" roll nickelodeon piano. Built as a piece of furniture using the Phono Grand case. Of exceeding rarity as few were made. Choice!



No.15. Edison coin operated cylinder phonograph. Single type. With metal legs and instruction sign. Used in a turn of the century phonograph parlor. \$395.00



No.16. A large Gavioli organ in the classical idiom. With "boutellophone" tuned bottle playing attachment! We're now assembling it, so write for photos.



No.17. Seeburg KT with PIPES (flutes), tambourine, castanets, etc. If you like the sound of "G" roll music played on pipes, consider this beautiful orchestron!



No.18. Bird in a large ornate gilded cage. A coin-operated automaton. Fairly scarce (only a few coin operated models were made for public places). Attractive!

## ORDER BLANK

Enclosed is my remittance in the amount of \$..... for which please send me the item(s) listed below. Bill me later for packing and postage (when this is not included in the price).

Place a checkmark in front of each item desired - this will save you listing time for regular stock items. Be sure to write the number wanted (instead of a checkmark) if you want more than one of an item...

REFERENCE BOOKS: ( )Rebuilding the Player Piano \$6.95; ( )Player Piano Treasury \$10.00; ( )Put Another Nickel In \$8.95; ( )From Music Boxes to Street Organs \$6.95; ( )The Cylinder Music Box Handbook \$6.00; ( )Collecting Music Boxes and How to Repair Them \$7.50; ( )Keys to a Musical Past \$2 per copy, or ( )5 copies for \$9.00; ( )Pictorial History of the Carousel \$9.95; ( )Pictorial History of the American Circus \$7.95; ( )Special Reprint Offer \$14.95; ( )Leabarjan Reprint \$3.00.

STEREO HI-FI RECORDS... The following are available at \$3.95 per single record; or \$3.50 per single record if ten or more are ordered at the same time. (Numbers refer to our stock numbers - see page 59): ( )R-1; ( )R-2; ( )R-3; ( )R-4; ( )R-5; ( )R-6; ( )R-7; ( )R-8; ( )R-9; ( )R-10; ( )R-11; ( )R-12; ( )R-13; ( )R-14; ( )R-15; ( )R-16; ( )R-20; ( )R-21; ( )R-22; ( )R-30; ( )R-31; ( )R-32; ( )R-33.

SPECIAL OFFER: ( )"Marvels of Mechanical Music" set of three records for just \$9.95; or, ( )"Extra Special Record Offer" - four sets (12 records) for just \$24.95.

( )"Whatever Happened to 1910?" Special Stereo record. Net \$5.95.

MUSICAL WONDER HOUSE RECORDS \$4.95 each: ( )R-50; ( )R-51; ( )R-52

WELTE LEGACY RECORDS, \$6.95 each: ( )R-60; ( )R-61; ( )R-62; ( )R-63; ( )R-64; ( )R-65; ( )R-66; ( )R-67; ( )R-68; ( )R-69; ( )R-70; ( )R-71. Or, complete set (Special Welte Legacy Offer) for ( )\$69.00.

Name

Street

City

State

Zip

\*California residents please add 5% state sales tax or furnish resale permit.

Are your name and address correct on our mailing label? Do you plan to move? If so, please notify us of any changes.

In addition, the following instruments are on my "want list." Please notify me if any of these become available in the near future (list specific models; or a general idea of what you are seeking) I am under no obligation to buy.



### HATHAWAY AND BOWERS, INC.

11975 E. FLORENCE AVE. — SANTA FE SPRINGS, CALIF. 90670  
Tel. (Multiple Lines) (213) 941-8774

Directors:

TERRY HATHAWAY  
Q. DAVID BOWERS



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