Automatic Musical Instruments

Wholesale Prices

Offered for sale by HATHAWAY AND BOWERS, INC.

"The world's largest automatic musical instrument dealer"



Style 45 American Fotoplayer "on location" years ago.



SUPERB MUSICAL SLOT MACHINE
—"On the Square" by Mills—

Made during the early 20th century, this is a superbly restored example of a real collectors' item: an antique Mills slot machine with a large musical movement.

When a nickel is deposited in the top slot and the front handle is depressed the center disc spins. If it stops on the color selected it rewards you with from 10c to $1 in nickels, depending upon the odds selected. At the same time a Swiss music box plays.

The instrument is as nice as new and has been rebuilt by Mr. Roy Arrington of Las Vegas, Nevada. It is offered f.o.b. that location.

Originally, music boxes were incorporated into these instruments to make them musical devices rather than gambling devices — on the theory that no matter whether one lost or won with a nickel, a tune (and thus fair value) was received. This helped to circumvent gaming laws in certain areas.

We make no claims or warranties concerning the legality of this instrument today. Fortunately in many areas (a southern California judicial decision of a few years ago is an example) these instruments are regarded for what they should be: ornate and interesting antiques of a long-ago era, and not gambling devices that in any way can be compared to the 3-reel slots and electronic gambling machines of today. However, if you are contemplating purchase of this beautiful instrument, you should check with your local police department or other authority to determine if it can be used in your home. Or, you may want to convert it to dispense souvenir tokens (rather than pay off nickels). Several tourist attractions — Knott's Berry Farm is an example — have done this.

Note: Our photograph is by Mr. Dan Adams and shows the instrument as part of the beautiful Arrington Collection.

The price for this little gem is $2495.00 (Stock No. ANT-4098)

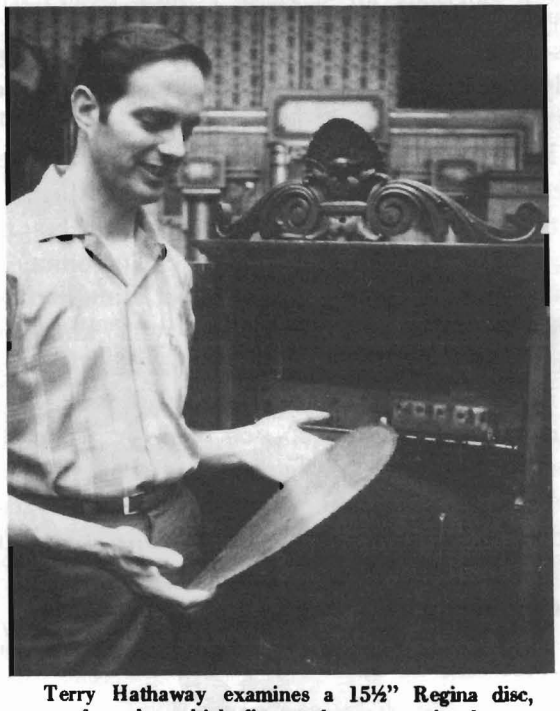
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Items of interest may be reserved by telephoning Terry Hathaway during office hours or evenings to 10 p.m. at the above number (after hours a switchover line connects to the Hathaway residence).

Office hours are: Monday – Friday 9 to noon; 1 to 5 p.m. Saturdays 1 to 4 p.m. Appointment recommended, especially if you are traveling from a great distance. Located halfway between downtown Los Angeles and Disneyland, a 20 minute drive from either place. Ours is a worldwide business. Complete shipping facilities to all American, European, and other points.

Price of this catalogue: $2. Subscription for the next six issues is $5 in North America and $9 elsewhere.

See elsewhere in this catalogue for ordering instructions. This catalogue cancels all previous catalogues and price quotations. Thank you – and happy collecting!



Terry Hathaway examines a 15½" Regina disc, one of twelve which fit on the automatic changer device of the Parlor Model Regina in the background.

Thank you for the wonderful response to our last catalogue! All sorts of instruments – the Weber Brabo orchestrion, the Western Electric Derby race horse piano, the rare Niagara nickelodeon and the equally rare American Piano Player Co. coin piano, a pair of Wurlitzer Pianinos (one with pipes), the immense 101-key Mortier organ (now being rebuilt for Bellm's Cars & Music of Yesterday Museum in Florida), a number of Regina music boxes, and a dozen and one other things – now have new homes all across America and Europe.

Ours is an international business and hardly a day passes without visitors from distant places. A few years ago most of our visitors were from the United States, but now we're having an increasing number from Europe. Just as automatic musical instruments have experienced a tremendous surge in interest in America in recent years, they are "catching on" with collectors in Europe also. As you undoubtedly know, some of the finest orchestrions ever made were produced in Germany. Practically all cylinder-type music boxes in existence were manufactured in Switzerland. And so on. It's nice to know that the residents of these countries are now beginning to collect these pieces in a big way. A number of European governments have fine automatic instruments in their national collections. A recent communique from Harvey Roehl of the Vestal Press, who accompanied the Musical Box Society International on its recent European tour, advises that the Music Boxes to Street Organs Museum (government owned) in Holland is typical of the spirit that we would like to see more often: "We stopped at the museum in Utrecht, Holland, which I'm pleased to report is in the process of being moved to better quarters. The new curator, Dr. Hospels, is a young, aggressive chap who is most eager to make it a great success. They have a dandy large Philipps Paganini which he was most delighted to play when I asked about it! He seemed surprised that I was familiar with the instrument and knew something of its history! We were all quite impressed with the place, and I am happy we all went there."



–Special Old-Time Poster Offer!–

We have on hand several dozen old-time (circa 1893 - 1895) tavern posters identical to the one pictured above. Each one measures about three feet wide and is printed in vivid colors. Depicted are the brewery grounds and colorful accessories of the era: a steam train, a trolley car, several horse-drawn carriages, etc. These posters, which have sold for up to $125 each singly, are guaranteed original and are in mint condition. While our supply lasts we offer them as follows (limit: one per customer). $39.00 postpaid. Or, with any order (for books, records, instruments or whatever) from this catalogue in the amount of $5 to $20 you can purchase a tavern poster for just $29.95! With any order for $20.01 to $100 you can purchase a tavern poster for just $19.95! And, with any order for $100.01 or more you can buy one for just $5.00. That's right, just $5! (Offer limited only to readers of this catalogue; offer expires December 31, 1971 or when our limited supply is gone – whichever occurs first). Order now!



An attractive and compact Chicago Electric nickelodeon with xylophone – one of many interesting coin pianos in this issue!

In America our own Smithsonian Institution is interested in forming a representative collection of automatic instruments, but as no purchase fund is available for this purpose the museum must rely upon donations. In the Smithsonian's collection already is a particularly interesting instrument. In fact, it's been there since the instrument was first made some sixty years ago. It is a Violano - Virtuoso violin-player presented by the Mills Novelty Company, perhaps in appreciation for the U.S. Patent Office's pronouncing the Violano to be "one of the eight greatest inventions of the decade." America's heritage in the field of self-playing musical instruments is a wonderful one – and it would be nice to see representative examples of Ampico and Duo-Art pianos, the colorful nickelodeons bearing the names of Coinola, Cremona, Seeburg, and others, the lively little Gem and Concert roller organs, the nostalgic Wurlitzer band organs and Tangley Calliaphones, and the many other fine pieces that come to mind on exhibit someday at the Smithsonian so that they can be enjoyed by all.

From a business viewpoint interest in our firm and in the hobby of automatic instruments is self-generating. One instrument sells another! Recently a prominent business executive visited our showroom. "I thought I'd seen everything in my travels, but I've never seen any of these," he said as he surveyed our showroom full of nickelodeons, orchestrions, and reproducing pianos. "Where have they been all my life?" To make a long story short, he bought a beautiful Duo-Art reproducing piano. "Nothing I've ever owned has brought me so much pleasure," he said after the instrument had been in his home for a few days. Chances are good that some of his friends will come around soon and discover our showroom for themselves!

The welcome mat is out for you when you visit California, and we hope you do, for business or pleasure. By plane we're less than five hours away from New York and not much more than that via the polar flight path to Europe. A guest book – now we wish we'd kept one for all of these years! – would read like a Who's Who of automatic instruments. Typically, a customer – in New York for example – will order an item from one of our catalogues. "I just hope that it turns out as nice as the catalogue says" might be a thought running through his mind while waiting for the cross-country moving van to arrive. Happily, nearly all of our customers are not only pleased, they are delighted – and the first order is just the beginning! Two or three instruments later "I better find a reason to go out to California and see this place" begins running through his mind. And, sure enough, our Special Customer from New York arrives – and we meet him in person. If you've been out to see us you know what we're talking about. If not, then take us up on our invitation – and come out and look around! We do recommend that you call or write Terry Hathaway for an appointment first (as we are sometimes closed due to travel or vacation schedules) – but, apart from this suggestions, there are no formalities. Come on out – the music's fine!

H AND B
HATHAWAY & BOWERS, INC.

MUSICAL QUOTATIONS

Is not music the food of love? – Richard Brinsley Sheridan

Music is well said to be the speech of angels. – Thomas Carlyle

Music is the universal language of mankind. – Henry Wadsworth Longfellow

Architecture, sculpture, painting, music, and poetry, may truly be called the efflorescence of civilized life. – Herbert Spencer

Music must rank as the highest of the fine arts – as the one which, more than any other, ministers to human welfare. – Herbert Spencer

Without music life would be a mistake. – Friedrich Wilhelm Nietzche

If we could have devised an arrangement for providing everybody with music in their homes, perfect in quality, unlimited in quantity, suited to every mood, and beginning and ceasing at will, we should have considered the limit of human felicity already attained. – Edward Bellamy, 1887 (Editor's note: It's too bad Mr. Bellamy did not live to see the age of the orchestrion and the reproducing piano!)

In the pages that follow we've illustrated and described music boxes, pianos, and other instruments currently for sale. If you see something interesting – and we hope you do as that's the purpose of the catalogue! – telephone or write and we'll reserve it for you. We realize that in the short space allotted in our catalogue we cannot possibly cover every tiny detail of an instrument, so if you have additional questions or if there's some aspect you'd like to have clarified, just let us know. That's what we're here for! We might mention that we try to be conservative in our descriptions – on the theory that anyone can make a one-time sale by just saying that an instrument is "nice" or something equally nondescriptive – but a disappointed customer, even a slightly disappointed one, won't come back for more. As nearly all of our business is with repeat customers – collectors, dealers, and museums who have ordered once, like the quality received, and who have ordered again and again – we must be doing something right! That's why you'll see such notations as "we recommend refinishing the instrument," or "the instrument, although it plays, is being offered as an unrestored piece" in our catalogues, but not very often in the catalogues of others. In the long run you can't beat quality and value – and the fact that a good percentage of our business is with other dealers for resale and the fact that most of our instruments are purchased "sight unseen" by buyers thousands of miles away should mean something to you. To paraphrase Packard, "Ask the man who has bought an instrument here." We believe strongly that we give the best value for your money in the business today – and we invite you to let us prove it!

Regina music boxes are always popular – and we try to have a representative selection of them in each of our catalogues. Some newcomers to our inventory include two fine "parlor model" automatic disc changers in the 15½" disc size and an outstanding example of the very rare 20¾" parlor model changer. You'll find not just one Regina Hexaphone offered, but two. The same goes with the rare Regina Musical Desk – you have your choice of woods – take your pick of a mahogany specimen or an oak one! For the reproducing piano enthusiasts among our readers we call attention to a lovely art-style Knabe Ampico and a particularly beautiful Steinway Duo-Art featured in this issue. If you missed the Western Electric tune-selecting "Selectra" piano in our last issue then you have another chance at another one here. Opportunity doesn't knock twice very often in this field, so telephone us to reserve it! If you own a museum or live in a castle or mansion you may take a fancy to the immense Welte orchestrion we offer. Originally it was in a country hall – and although such manses are few and far between today, it would be nice to have someone set it up in regal surroundings once again! And you'll find dozens of other items to pique your fancy. Remember, too, that color snapshots, additional details, and any other information you want is yours for the asking, and without obligation. We have the right instrument for you at the right price.

A new series of hi-fi stereo records is in the works – and should be ready for delivery in October. Titles of the records are: *Sentimental Symphony* (features disc type music boxes), *Dance Hall Saturday Night!* (features a large dance organ), *Take Me Back to 1920!* (features a Paganini orchestrion), *Rip Roarin' Rhythm!* (theatre music from silent movie days), *The Maesto in Concert* (an encore performance by the fabulous Weber symphony orchestrion), and *Just For the Fun of It!* (happy sounds of nickelodeons). An announcement of this new series appears elsewhere in this catalogue. Important right now is our "Early Bird Bonus" – if you order your set right away you get a $1 discount for being an early bird. This $1 discount is in addition to the Special Deal Discount you'll get anyway. Read all about it in our book and record section.

All of the music boxes, nickelodeon pianos, orchestrions, and other items in this catalogue are one of a kind in our stock. So, once you read the catalogue then give Terry Hathaway a call to reserve that Special Instrument of your choice! Call collect for any order in the amount of $100 or more. Compare our quality and price – and you'll see why advanced collectors and dealers everywhere consider Hathaway and Bowers, Inc. to be their prime source for fine automatic instruments. Do business where business is being done – do business at H&B! Musical instruments are a lot of fun. If you have the interest we have the instruments! Let's get together. We'll do our very best o make the fascinating hobby of automatic musical instruments even more enjoyable for you!

Sincerely,

———Terry Hathaway



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 music box has the tunes "programmed" on a metal cylinder. For each playing note there is one pin projecting from the cylinder. A cylinder, particularly one in a very large music box, may have thousands of pins in all! As the cylinder revolves the pins lift the teeth in the steel music comb, thus causing the teeth to vibrate and 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. Cylinder boxes are usually wound by either a lever or a crank. Certain very early boxes are wound by a removable key. Power is transmitted from the mainspring to the cylinder by gears. A fan-flywheel governor regulates the speed.

Boxes with tuned bells in addition to the musical comb are known as bell boxes. Those with drums and bells (and, occasionally, a small reed organ) are known as orchestra boxes. Those with extra cylinders (sometimes stored in an ornate matching table) are known as interchangeable cylinder boxes.

Most cylinder boxes were made in Switzerland during the last half of the 19th century. Famous cylinder music box makers include Bremond, Nicole Freres, Baker & Troll, Allard, Mermod Freres, Paillard. Dawkins, and Greiner.

These old time music boxes were all hand made with painstaking care. Today these wonderful mechanical antiques remind us of a bygone era when craftsmanship reached its zenith.

Disc Music Boxes. First marketed in quantity in the 1890's, the disc music boxes feature interchangeable flat discs on the underside of which are usually projections. These projections pluck the steel musical comb via an intervening star wheel. One advantage of the disc boxes is that the discs may be interchanged in the manner of phonograph records. A large collection of discs is fun to assemble, and the cost is modest. The sprightly and melodious arrangements on old-time discs are just as lively and bright today as they were when they were first heard years ago!

Certain types of large boxes made by Regina, Polyphon, and Symphonion store a number of discs (usually 10 or 12) and change them automatically. Any desired selection may be played at once simply by selecting it by the index pointer. These boxes are known as automatic disc changers.

Most disc music boxes were made in Germany. Polyphon, the world's largest maker, helped to found the Regina Music Box Co. in New Jersey to take advantage of the American market. These two makes, together with Symphonion, constitute the "big three" music box makers. More instruments are known of these makes than of any others. Additional disc music box trademarks include: Kalliope, Adler, Fortuna, Criterion, New Century, Stella, Mira, Empress, Komet, Monopol, Sirion, Britannia etc.

Disc music boxes come in many different variations. Some are even built into grandfathers' clocks. For the most part they are housed in ornate Victorian-style cabinets, making them attractive from a furniture viewpoint in addition to a musical viewpoint! Some types of disc boxes have up to 12 bells in addition to the music comb.

Roller Organs, Paper Roll Organs. These small (usually they will fit on a table top) hand-cranked organs contain sets of tuned metal reeds. The vacuum or wind to operate the reeds is provided 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 or "cobs."

These instruments are fairly simply constructed, and are thus easy to rebuild. This, combined with the inexpensiveness of these instruments and the remarkable volume of tone produced by such a small instrument, will make one of these fun to own!

Leading makes include the Gem, Grand, Concert, Home, and Chautauqua roller organs; Celestina, Melodia, Orguinette, Organette, etc. paper strip and paper roll organs; Ariston, Intona, Ariosa, etc. disc organs, and others.

Reproducing Pianos. Reproducing pianos are usually electrically powered and come in either upright or grand styles. Via an ingenious pneumatic apparatus they actually re-enact the authentic "in person" playing of famous pianists. The musical performance is complete with tonal shadings, nuances of expression, etc. (By contrast, the regular player piano simply plays the piano notes - without artistic reproduction.) The market for reproducing pianos had its inception with the Welte Mignon in 1906. Reproducing instruments of varying types were made through the late 1930's. The leading makes were Ampico (made in two types: A and B), Duo-Art, and Welte (made in several types including the popular "red Welte" original and the later Welte Licensee).

Today, a beautifully restored reproducing grand piano will make a musical addition to your home that will be appreciated by all!

Nickelodeon Pianos; Orchestrions. Player pianos used in restaurants, hotels, 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 an upright piano - usually in a specially designed case - with a mandolin or "rinky tink" effect added. Some of the more elaborate models also have a xylophone, a set of bells, or a rank of pipes added. Usually nickelodeons are beautifully ornamented with mirrors, art glass, wood carvings, motion picture effects, and other embellishments - artistic features that originally helped to attract many nickels!

Nickelodeons with extensive instrumentation including drums and traps are called "orchestrions" as they are, in effect, mechanical orchestras.

Orchestrions come in all sizes from small cabinet or keyboard models about the size of a regular upright piano to huge keyboardless "classic" models towering nine or ten feet or more in height! Some of the larger orchestrions are very sophisticated and are capable of providing a truly outstanding musical performance. Leading makes of nickelodeons and orchestrions include Wurlitzer, Hupfeld (the world's largest), Philipps, Popper, Seeburg, Welte, Cremona, Coinola, Western Electric, Link, Nelson-Wiggen, Weber, and others.

Generally speaking, most orchestrions use different types of rolls –

REPRODUCO PIPE ORGAN



Rapides Theatre, Alexandria, La.

REPRODUCOS

— IN —

SAENGER HOUSES

Saenger's are now Operating

42

REPRODUCO'S



Saenger Theatre, Pine Bluff, Ark.
Saenger Amusement Co.
Incorporated
New Orleans, La.

The Saenger Amusement Co. own and control several hundred theaters, reaching from Florida to Texas. In larger houses they use the Reproduco as a relief Instrument.

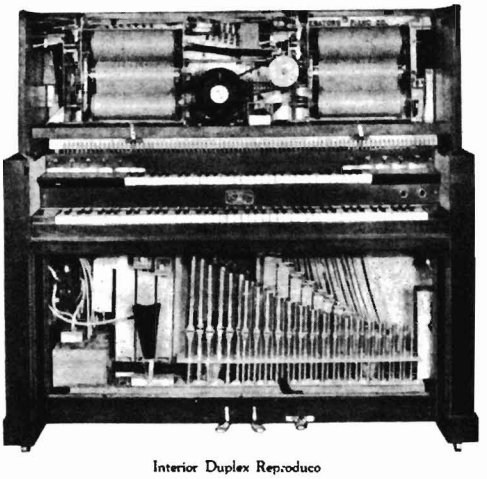
Operators' Piano Co., Chicago, Ill. 4-16-25

Gentlemen:

It gives us great pleasure to recommend the Reproduco not only in the workmanship but also in the satisfaction it gives to our Patrons. Summed up in a few words, we are highly pleased.

Saenger Amusement Co., E. M. Clarke.

REPRODUCO PIPE ORGAN



Interior Duplex Reproduco

Reproduco piano / pipe organ from the 1920's. Want one? As we go to press one is on its way to us. Write about it!



Scenes around the H&B showrooms

so a representative collection of orchestrions can provide a really wonderful variety of music!

Most nickelodeons are scarce today and most orchestrions are rare. Fortunate is the collector or museum having one of these fascinating musicmakers on display!

Dance Organs; Band Organs. These are self-contained pipe organs (without a piano). The interiors contain from a few to many ranks of pipes, often with drums and traps 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 and ballrooms are known as dance organs.

Music for these instruments 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 music "books" – used on most types of very large organs.

Leading makers of band organs and dance organs include Mortier, Limonaire, Wurlitzer, North Tonawanda, Decap, Bursens, Niagara, Artizan, Bruder, Marenghi, and Ruth.

Other Automatic Instruments. From time to time you'll find many other types of interesting automatic instruments offered in our catalogues: The Mills Violano Virtuoso, a favorite with collectors everywhere, features a real violin accompanied by an automatic piano. The Hupfeld Phonoliszt Violina likewise mechanically reproduces real piano and violin music. Player reed organs such as the Aeolian Orchestrelle and the Wilcox & White Symphony filled homes with melodious organ tones around the turn of the 20th century. The Encore automatic banjo and the Wurlitzer Harp each feature a unique appearance and unique tone - and are collectors' favorites. Theatre photoplayers made by Wurlitzer, Cremona, Seeburg, American Photoplayer Co., and others are spectacular self-contained orchestras with tremendous musical potential and ability. With their seemingly endless musical effects photoplayers are a lot of fun to own today. Theatre pipe organs by such makers as Wurlitzer and Morton occasionally appear in our catalogues. Circus calliopes by Tangley and National are ever popular. Musical dolls, tableaux, and automata provide a colorful and tuneful reminder of the fine homes of the late 19th century. Musical clocks and watches, mechanical singing birds, hand cranked monkey organs, antique cylinder phonographs – the list is a long one – you'll find these and many other fascinating music makers in our catalogues from issue to issue!

About Hathaway and Bowers, Inc. From our 10,000 sq.ft. building we ship instruments to collectors, dealers, and museums in all parts of the world. While most of our business is done with persons such as yourself who "shop" via the pages of our catalogues, we are always happy to have you visit us should you come to California on business or pleasure. We're located halfway between downtown Los Angeles and Disneyland, about a 20-minute drive from either place. General hours are Monday - Friday 9 to noon, 1 to 5 pm. Saturdays 1 to 4. If you're coming from a great distance or if you want to see larger instruments (such as organs, orchestrions, etc.) it's best to write or call Terry Hathaway or Noel Burndahl for an appointment, as these require personal attention. Each week enthusiasts from all over the world visit us. It would be a pleasure to see you here!

The Private Instrument Collection. Collecting automatic musical instruments is a lot of fun. These ornate and musical pieces are tangible reminders of "the good old days" – times that were carefree and full of fun. Even a small apartment can accommodate a beautiful collection of disc or cylinder music boxes. The average home provides ample space for several nickelodeons, a reproducing piano, and possibly even a small band organ or dance organ. These instruments will be enjoyed by you, your entire family, and all who visit your home. An antique automatic instrument doesn't just sit there – it is ever willing to perform at the drop of a nickel or the flick of a lever. Everyone loves music. A fine automatic instrument provides entertaining and enjoyable music anytime you want it. And, if you're a hobbyist, you'll enjoy rebuilding a player piano, nickelodeon, or something even larger. Working on one of these is a lot of fun – and there's a real sense of accomplishment and pride when your newly rebuilt instrument comes to life again after a silence of many years! If you do the rebuilding yourself, we're always glad to help with ordering supplies, giving helpful advice, or assisting in any other way we can. Or, we'll gladly give you an estimate to have all rebuilding and refinishing done by our large staff here.

A collection of automatic musical instruments in your home will furnish pleasure for the entire family. Let the pages of this catalogue give you a start on a whole new world of musical fun!

The Museum or Tourist Attraction. As a business venture antique automatic musical instruments have a lot to offer. Consider these advantages:

1. A nickelodeon, orchestrion, or organ will be a prime drawing card. These instruments are musical and interesting. They are sufficiently scarce that not many people have them. Rather than seeing the "same old thing," your customers will find seeing and hearing an instrument to be a fascinating experience. This pays off in increased traffic. It would be difficult indeed to imagine a better attention getter for a country store, wild-west town, old-time railroad station, ornate old-time-style restaurant or ice cream parlor, or any other location that depends upon the public to earn money.

2. A fine automatic instrument can be equipped with a coin slot or a remote control wall box. In good traffic locations we've had our customers earn $5, $10, $20, or more per day with a single instrument equipped with a quarter slot. This revenue should, over a period of time, more than pay for the instrument!

3. The lasting value of an antique instrument is another important factor. Even though you may depreciate the instrument over a period of years, it has been the case that usually a nice profit is shown when such instruments are sold years later! What other store or building fixture is an attraction and drawing card, takes in lots of money, and has such a high value when it is sold? It would be hard to think of a

A HOLLAND CUSTOMER WRITES

"Visiting your building was the highlight of my trip to the United States last month. I had heard a lot about your showrooms, but I was still not prepared to see such a tremendous selection of fascinating things. I have never seen so many instruments in one place before. Your wholesale prices are the best I've found. You'll be getting another order from me soon." – an unsolicited comment from H.V.W. of Amsterdam, Holland.

business expenditure which would be a better investment!

Whether you want a single instrument or an entire exhibit or museum full, let Hathaway and Bowers, Inc. help you with your planning. We know which instruments have done the best "on location" and which are the greatest attractions. Our unequalled experience in this field is a wonderful "extra" you get when you do business with us.

A Wise Monetary Investment. Fine automatic musical instruments have been excellent investments in recent years. Graph the performance of choice instruments over the past decade and you'll find that they have increased in value handsomely. It's no secret that fine antiques are really blue-chip investments. And what antique could be more enjoyable than a fine music box, nickelodeon, or orchestrion? Here is an investment that you can enjoy every day!

Discover the world of automatic musical instruments today! You'll be part of a growing and enthusiastic hobby that offers historical and nostalgic appeal combined with wonderful music combined with just plain enjoyment and fun! That special instrument that catches your eye in our catalogue today can be in your own home! Write, telephone, or visit us now. Add a new dimension of happiness to your life!

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, orchestrion, antique music box, etc.) we recommend that you telephone to reserve it. If your order is for $100 or more you may call COLLECT from any part of the U.S.A. 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, hi-fi records and similar items 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.

Pianos, orchestrions, organs and other items weighing several hundred pounds or more are best shipped via moving van. The charges are very reasonable and, more important, 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. For overseas customers we have a safe and economical export packing service via the nearby Port of Los Angeles. Many collectors and dealers 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 other item will be gladly sent. If you have any questions concerning any aspect of any piece, please to not hesitate to ask. A telephone call or a letter to Terry Hathaway will bring the information you need. And - there's no obligation. We're on hand after the sale, too. We're always eager to help with rebuilding or refinishing advice, new music, etc. Any item in this catalogue can be rebuilt or refinished to your order at low cost. We have a large and capable shop facility.

Join the ranks of collectors, dealers, and public attractions everywhere who enjoy doing business with Hathaway and 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.

CYLINDER MUSIC BOXES

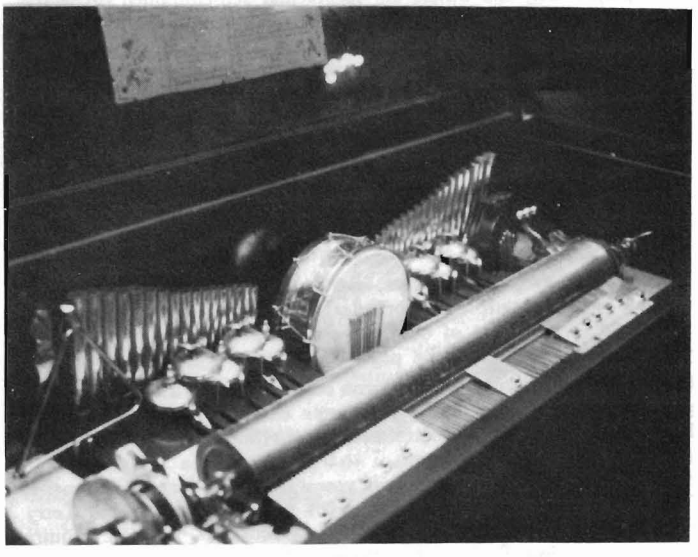
One of the most spectacular music boxes we've ever seen any time or any place is the massive orchestra box by Rivenc of Geneva. Read about it in this issue! Also presented for your consideration are a number of excellent cylinder and orchestra boxes of larger sizes, including instruments once personally owned and enjoyed by Sarah Bernhardt and J.P. Morgan. To round out our selection you'll note a number of fine table top size instruments offered as well.

MAGNIFICENT & MASSIVE ORCHESTRA BOX
—by Ami Rivenc of Geneva—

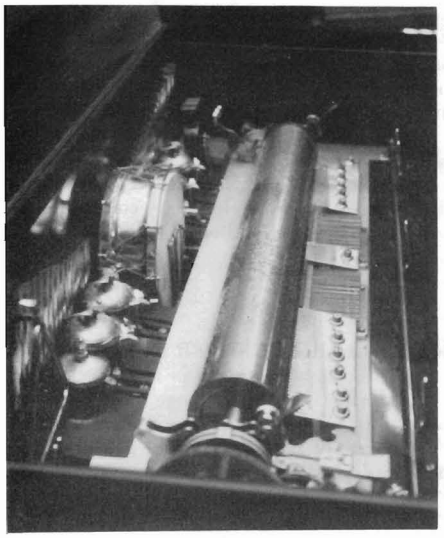
Over the years we've had quite a few spectacular music boxes pass our way — via the Museum of Music Collection, the Knapp & Longo Collection, and other fine groupings we've acquired. Few music boxes that we've seen or owned can match the one we offer here!

Made during the late 19th century by Ami Rivenc of Geneva, Switzerland, this massive orchestra box has just about everything ever found in an expensive cylinder instrument. Evidently this box, a one of a kind or limited production item, was originally made for a customer to whom cost was secondary.

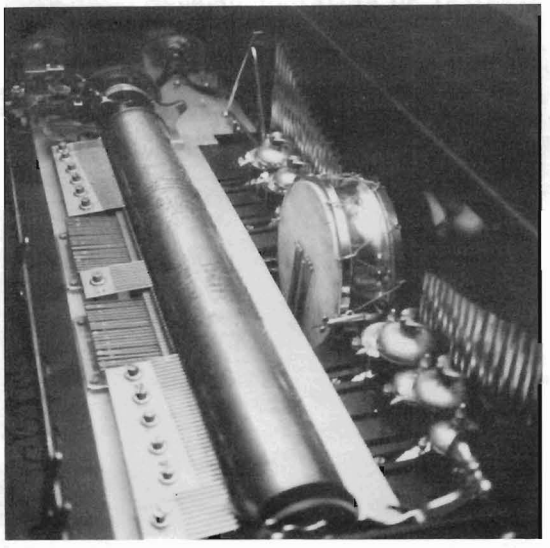




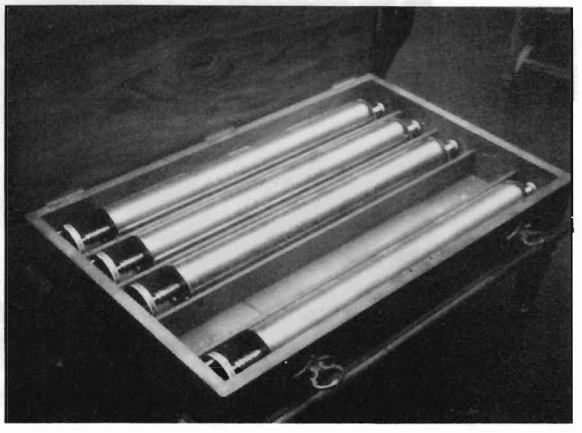
Views of the beautiful Rivenc orchestra box.



Details of the Rivenc music box – one of the most spectacular boxes we've ever offered for sale!







Here are some of its features:

Size: The Rivenc box is immense. Including its integral table and with the top lid in the open position this massive instrument measures 5'5" high by 5' wide by 2'4" deep.

Instrumentation: Seven combs which operate two separate organ sections (a reed organ and a separate section of real wind-operated flute pipes), musical combs, a snare drum with ten beaters, ten ornately engraved tuned bells (some of which are surmounted with tiny birds and some of which have bee-shaped strikers), a wood block with six beaters, and a triangle with two beaters. In addition there are 34 visible symmetrically arranged metal display (non-functional – for decoration only) pipes at the back of the case.

Repertoire: The Rivenc orchestra box has five huge (26" long!) cylinders of ten tunes per cylinder – or a total musical repertoire of fifty melodies. The selections are varied and range from "The Last Rose of Summer" to "La Traviata," "Faust," and similar selections. The melodies are mostly in a light classical vein and include such popular airs as the "William Tell Overture" and "Orpheus in the Underworld." The five cylinders are stored in a special cylinder cabinet with a hinged top lid. The cylinder cabinet fits neatly under the main instrument and rolls out easily on casters.

Workmanship; quality: The instrument is of the finest construction. The mechanism is powered by two huge double spring barrels at the left side of the case. All of the mechanisms are of machined brass or other quality metals and sparkle and gleam like new! The exterior of the case is of richly burled walnut with banded tulipwood inlay borders. The musical program is carefully hand engraved (all fifty selections!) on a large metal plaque on the underside of the lid.

Condition: The cabinet is basically superb, and nothing will have to be done to it. The interior mechanisms are bright and are in excellent appearing condition. Some work remains to be done on the feeder bellows (which operate the reeds and pipes), and on the governor mechanism. The reeds and pipes require tuning.

Here is a truly "one of a kind" music box fit for the finest collection anywhere. Even if it didn't play a single note it would be a great attraction due to its immense size and gleaming instrumentation. A real prize! Own it for $5995.00 (Stock No. CYL-4107)

A WONDERFUL INVESTMENT!

Music boxes, nickelodeons, orchestrions, and other old-time automatic musical instruments have done extremely well as monetary investments over the years. Any collection assembled ten years ago could be easily sold for two to three times the price paid – and even this might be a conservative estimate.

Equally if not more important is that music boxes are an investment in pleasure. At the flick of a switch or the drop of a nickel your home will be filled with the melodies of yesteryear – a romantic era which, at least in retrospect, seemed happy and carefree. Gilded mansions along the park, swans drifting with the current down a wooded stream, a light-bedazzled dance pavilion at the seashore, the thrill-a-minute amusement park at the end of the trolley line – these and a hundred other memories relive the Golden Age of which these musical instruments were such an important part.

LARGE PAILLARD ORCHESTRA BOX

–Formerly owned by J.P. Morgan–

Financier J.P. Morgan once enjoyed the lilting music of this beautiful Paillard orchestra box. As such it is worthy of a place in a museum.

However, for our reader's consideration foremost is the fact that the box is a large and a choice example of the famous Paillard firm's work.

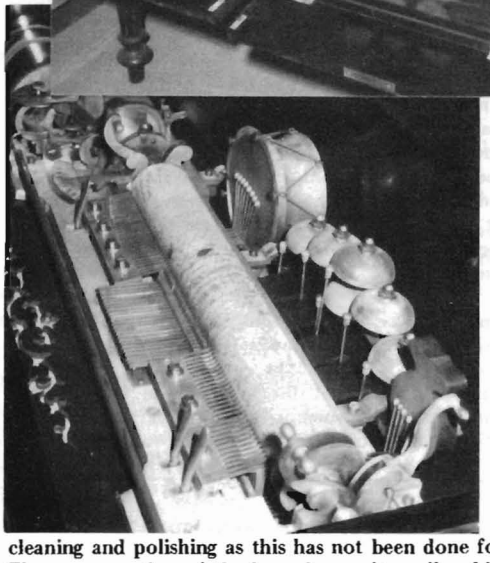
There are five comb sections which operate, in addition to tuned teeth, a large 24-note organ section, 6 tuned bells, a drum with eight beaters, and a wood block with six beaters.

The music is programmed on seven large cylinders of 8 tunes each – giving a total repertoire of 56 selections. The box and matching table are impressive in size and measure: 4'2" wide by 2'3" deep by 5' high (lid open).

To do: The case is of light walnut and needs refinishing and minor repair. The mechanisms, while in good order, would benefit from







cleaning and polishing as this has not been done for quite a few years. The organ section of the box plays quite well and is, in fact, one of the nicest such reed sections we've ever heard in a music box.

Here is history, music, and impressive beauty combined. Put it in your house and you know it will be the most talked-about item there! $4995.00 (Stock No. CYL-0532)

Note: This box is pictured on page 511 of "A Guidebook of Automatic Musical Instruments." The late Adrian V. Bornand, music box expert par excellence, is shown working on its mechanisms. On page 518 of the same book the J.P. Morgan box is again shown – as photographed by the author a few years ago when it was part of a famous Ohio collection.

About J.P. Morgan: Born in Hartford, Conn., in 1837, J. Pierpont Morgan began his banking career at the age of twenty with a New York City firm. In 1871 he became a partner in the firm of Drexel, Morgan & Co. In 1895 the company was reorganized as J.P. Morgan & Co. and, through his guidance, went on to become one of the most famous financial houses the world has ever known. Among other things the Morgan firm was instrumental in the formation of U.S. Steel, General Electric, and International Harvester. In 1895 Morgan supplied the U.S. government with $62 million to restore the Treasury's gold reserve. In 1907 Morgan headed a group of bankers who preserved the solvency of many major corporations and banks and averted financial disaster in the "Panic of '07." A collector at heart, he amassed one of the world's finest rare book collections and one of the finest art collections. He died on March 31, 1913, and left an estate of about $70,000,000.00.

VERY LARGE PAILLARD CYLINDER BOX

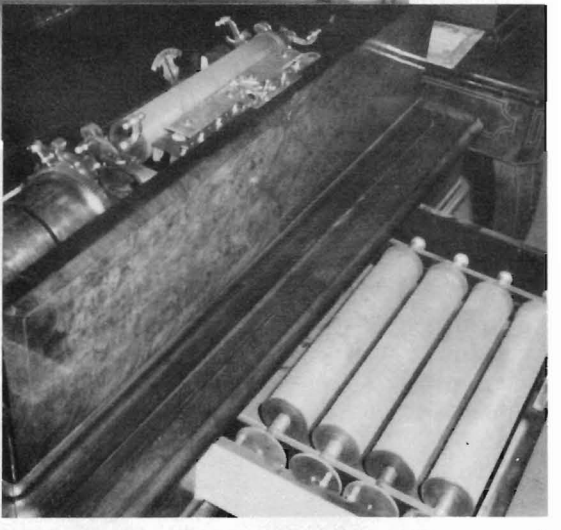
–Once owned by Sarah Bernhardt–

Made in the 1880's by the Paillard & Co. this large interchangeable cylinder music box was once a prized possession of Sarah Bernhardt.

With its matching table and case of burled wood, the box presents a beautiful appearance. As a music box this is a choice one. Two huge spring barrels give in a very long playing time. A large repertoire of music is contained on five 14½" interchangeable cylinders. When not in use the cylinders are housed in a drawer built into the matching table.

Needed to do: The box has essentially remained untouched for a half century. The top of the music box lid will require some minor veneer work, and the refinishing of the entire instrument, while not absolutely necessary, would be a good idea. The music combs need repair to one tooth and one tooth tip. The cylinders and interior works would benefit from cleaning and polishing. Once a very elegant box, age has dimmed its lustre. However, with some work as suggested the instrument that once entertained one of the world's most famous stage personalities can likewise delight and entertain you.

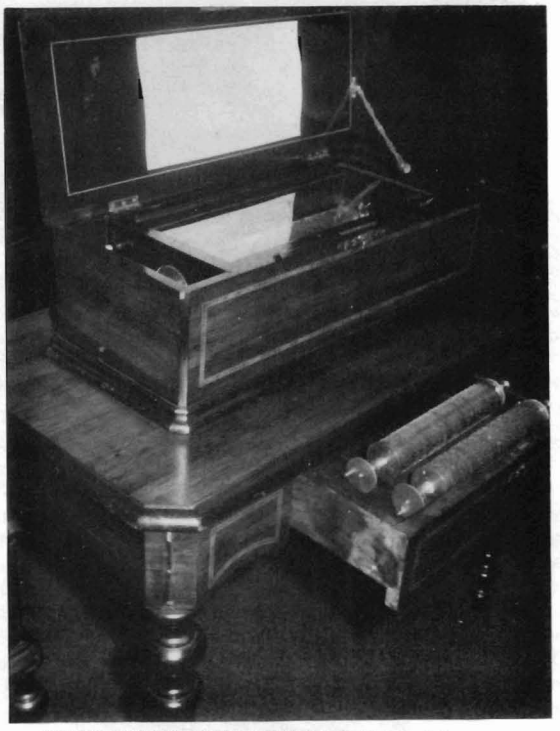




This is a large instrument. The box and matching table measure 4' wide by 2' deep by 4'6" high (lid open). The legs are easily removable for shipping.

With nothing added for its historical value and interest, this large and potentially spectacular Paillard is priced at a figure which we believe to be very low. $1995.00 (Stock No. CYL-0521)

Biographical note: Sarah Bernhardt was born Henriette Rosine Bernard in Paris in 1844. Her first public appearance was made at the age of eighteen in 1862. During the next seventeen years she went on to become one of the best liked actresses on the French stage. Her first foreign appearance was made in London during the summer of 1879. As the star of a touring company she visited Belgium, Denmark, Canada, and the United States in 1880. From then until 1917 she made a total of nine American appearances – accompanied each time with a wave of advance publicity and advertising that made her a household word. Mlle. Bernhardt died in Paris in 1923.



SWISS MUSIC BOX WITH MATCHING TABLE

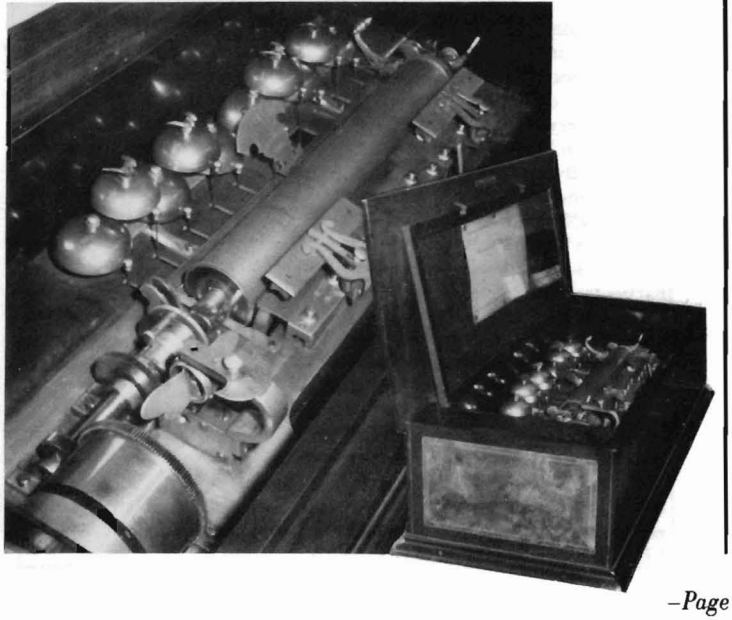
–3 interchangeable cylinders–

This attractive Swiss cylinder box has its musical repertoire on three interchangeable cylinders. One cylinder features eight classical numbers, the second features eight operatic melodies, and the third has eight popular tunes.

The box plays with a brilliant tone and is very attractive in appearance. It will make a nice addition to your home.

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

This desirable music box can be yours for just $1495.00 (Stock No. CYL-1542)



BEAUTIFUL BAKER-TROLL BELL BOX

–4-section comb; 10 bells–

Make by the Swiss firm of Baker-Troll, this beautiful music box plays six tunes on each of three interchangeable cylinders. A 4-section comb provides the music and also the accompaniment of ten tuned bells. A large double spring barrel gives the instrument an exceptionally long playing time. The cylinders are quite large and measure 16 1/8" long each.

Case dimensions are: 3'5" long, by 2'1"high (lid open), by 1'5" deep. Some minor veneer repair is needed to the top of the lid. Otherwise the box is excellent throughout.

This exceptionally large and very well made bell box can be yours for just $1995.00 (Stock No. CYL-0529)

WONDERFULLY ORNATE BREMOND MUSIC BOX

–In an outstanding cabinet!–

This lovely Bremond box is ornateness at its ultimate! It is beautifully inlaid and decorated from top to bottom and from side to side. It truly would be a fitting adornment to an oriental palace!

Measurements are 54" high, 41" wide, and 22" deep. The music box is of the interchangeable cylinder type and was made by Bremond in the 1880's. The extra cylinders – there are four cylinders in all – are stored in appropriate drawers. As each cylinder contains eight melodies you have a repertoire of 32 different selections.



Over the music box is a large canopy inlaid with a motif of a lyre and rare tropical plants. Surmounting the entire music box cabinet is a graceful railing. The cabinet contains many drawers, hidden compartments, mirrored niches, and other places suitable for storing or displaying knick-knacks or treasures.

Ask for color photographs of this magnificent music box. We offer it at a special price of just $3995.00 (Stock No. BRE-4089)

A CONVERSATION PIECE

Put a music box in your home today! A fine music box is a (1) conversation piece, (2) musical entertainment center that all will enjoy, and (3) a fine investment. Telephone me right now at (213) 941-8774 (call collect to reserve any item for $100 or more) and I'll reserve that special music box of your choice for you!

MERMOD FRERES BOX ON MATCHING TABLE

–Piccolo type–

This interchangeable Mermod Freres Piccolo music box was made during the 1880's and was sold at that time by H. Kleber & Brothers, music merchants of Pittsburgh, Pennsylvania.

The box and its matching table are of richly patterned myrtlewood with outlines in pin-stripe inlay. As such it is a very beautiful piece of furniture.

The music box is of the interchangeable type and plays six tunes on each of three cylinders. The instrument plays with a clear bell-like tone.

Dimensions of the box and table are: 4'2" high (lid open), 4'1" wide, and 2'4" deep.



This is a first class box throughout and, like others in the Marvin Collection, represents the pick of many instruments that passed through the former owner's hands. If you are seeking a top quality music box that will lend elegance to any decor, you'll pick a winner with this one. $1995.00 (Stock No. CYL-0530)

VERY LARGE ORCHESTRA BOX

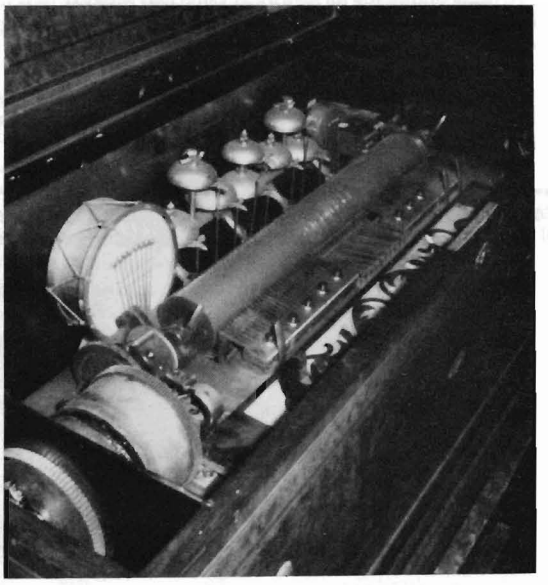
—Needs work; hence cheap!—

This very large orchestra box was electrified by bypassing the original spring barrels (but keeping them). For many years it earned money as an attraction in the Cliff House overlooking Seal Rocks at the entrance to San Francisco Bay.

Now the box will require refinishing, some work on the interior parts (including repair of two broken teeth), regulation and repair of the mechanisms, and a thorough cleaning and polishing – and refinishing of the case and table. On this box a lot of work has to be done, so this is an instrument we recommend for the professional dealer or the advanced amateur only! But, if you do a nice job with it you'll easily double or further increase your investment over the price we ask.

The box contains two music combs, a 20-note reed organ section, a snare drum with eight beaters, a wood block with six beaters, and eight brass bells, each with a striker in the form of a honeybee. Overall measurements of the box and table are: 4'8" high (lid open), 4'1" wide, and 1'10" deep. The case and table are of rich burled finish which is a bit hard to appreciate now,





but which is nonetheless intact, and which will be a striking piece of furniture when refinished.

For the museum desiring a full orchestra box of impressive size this is a bargain. For the rebuilder who seeks to restore it to its former beauty it is likewise a good value. Telephone us to reserve it for just $1495.00 (Stock No. CYL-5215)

GREAT COLLECTIONS

If you've been a steady H&B customer over the years you've had first chance at the finest collections of automatic musical instruments sold. The Cliff House and Sutro Museum Collection of music boxes and orchestrions, the fabulous Museum of Music Collection of just about everything (7 trailers full of instruments!), the Wayne Collection of phonographs, the Hamilton Collection of Nickelodeons (or "Quarterlodeons" as Mr. Hamilton called them on a hi-fi record he made – most of the instruments used 25c pieces!), the Bursens Warehouse Hoard of dance hall organs, the McPeak Music Co. inventory, selections from the Raney Collection, the Marvin Collection of fine music boxes (the finest grouping of Regina instruments ever sold), and other groupings provide pleasant memories for us – and nice music for you, if you acquired some of the instruments!

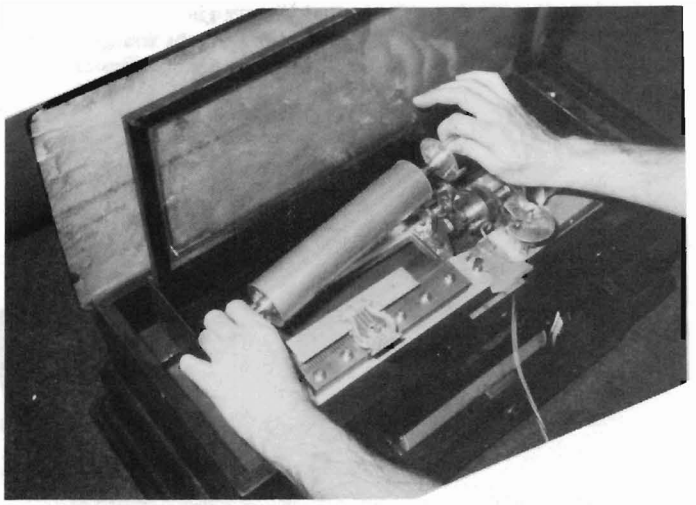
Millions of dollars' worth of automatic musical instruments have come this way, as have an incalculable worth of friendships with collectors all over the world. It's been a lot of fun – and we've made some money, too. Thank you for being a Friend of H&B. We appreciate your enthusiasm, support, and business more than words can say.

JOIN OTHER ENTHUSIASTS!

Join other collectors who are having fun with automatic musical instruments. We are members of these two organizations and find that the benefits are quite worthwhile. Write to one or both for membership information and say that "Terry Hathaway and David Bowers are sponsoring your application." Information will be sent to you by return mail. Incidentally, we derive no pecuniary benefit from such recommendations – we just think you'll enjoy belonging!

AUTOMATIC MUSICAL INSTRUMENT COLLECTORS' ASSOCIATION (AMICA): Interests primarily are with pneumatically operated instruments; reproducing pianos in particular, but also in orchestrions, player organs, and the like. "The Amica Bulletin," published regularly, has some wonderful historical and technical information about these instruments and how rolls for them were made. Address: AMICA; Box 77525; San Francisco, California 94107.

MUSICAL BOX SOCIETY INTERNATIONAL: General coverage of all automatic instruments including disc and cylinder boxes, nickelodeons and orchestrions, etc. "The MBS Bulletin" is published regularly and contains many varied articles on different subjects. For a sample "Bulletin" copy and other information write to the secretary: Mrs. C.W. Fabel; 1765 E. Sudan Circle; Greenville, Mississippi 38701.



INEXPENSIVE INTERCHANGEABLE CYLINDER BOX

—With three 6-tune cylinders—

This instrument is a bargain. It is an interchangeable cylinder box with three 9¼" six-tune cylinders. In addition to the music comb the instrument is furnished with a mandolin or zither attachment.

Overall measurements are 21½" high (with the lid open), 30½" wide, and 14" deep. The extra cylinders are stored in a convenient drawer at the bottom of the box.

The instrument plays well and has a nice tonal quality. In your living room or family room it will be quite an attraction. Best of all, the price is just $695.00 (Stock No. CYL-1125)

LARGE AND BEAUTIFUL BELL BOX

—By Paillard—

This large, colorful, and very attractive Paillard bell box is one of the nicest we've offered for sale. It is in a large cabinet (2'3" wide, 1'1" deep, and 1'11" high) which has been beautifully refinished.



The music cylinder is 15¼" wide. In addition to the large music comb there are five ornately engraved bright brass bells. The gleaming interior of the box, the large and ornate tune card, and the cheerful music all add up to produce a real showpiece!

You'll enjoy owning this box for many years to come. It will make a beautiful addition to any fine music box collection. $1295.00 (Stock No. CYL-3014)

LOW-COST EASY SHIPPING

Whether you live 1,000 miles away or 10,000 we can safely pack and send the instrument of your choice on its way to you. Collectors and dealers all over the world have found that the savings effected by buying at H&B have more than paid all shipping costs in many instances. And, you pay just the actual freight costs. No commissions or extras are added.

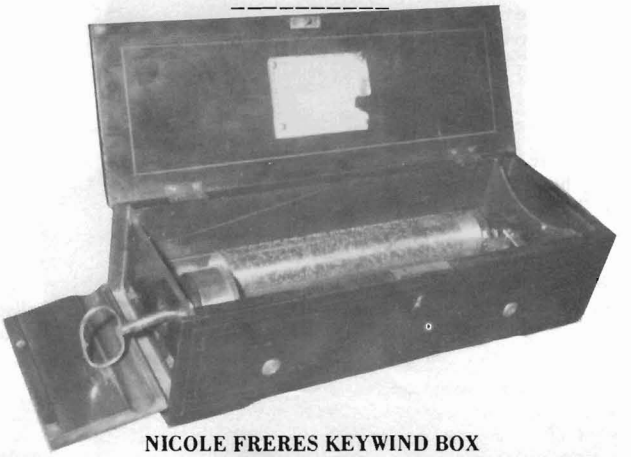


EARLY NICOLE FRERES KEYWIND BOX

This 4-tune early (circa 1845 according to Arthur W.J.G. Ord-Hume) key-wind Nicole Freres box is an attractive example of a much sought-after item. Early key-wind brass bedplate boxes are scarce, and it is only when great collections are marketed do they become available.

The present instrument measures 15" long by 6½" deep by 15" high (lid open). It plays four tunes and is in excellent condition.

The seeker of an early Nicole box would do well do consider this example. $795.00 (Stock No. CYL-0507)



NICOLE FRERES KEYWIND BOX

This is an exceptional example of an early (1860) example of a keywind music box with brass bedplate. Made by Nicole Freres, it plays six tunes on a 10 7/8" cylinder. The serial number is 32455.

Case measurements are: 18" long, 11" high (case open), and 7" deep.

Purchased from Mrs. Ruth Bornand, the music box has been repinned and redampered. It plays "just like new" and will be an addition to any fine collection. Buy it for $695.00 (Stock No. CYL-0506)

NICOLE FRERES KEYWIND BOX

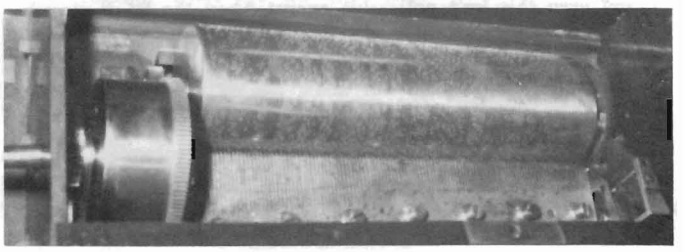
—With brass bedplate—

This early brass-bedplate keywind box was made by Nicole Freres, famous music box craftsmen of Geneva. According to the serial number schedule in the book "Collecting Music Boxes and How to Repair Them" the present instrument, with serial No. 32376, was made in the year 1860.

The box plays ten tunes on a 9¼" cylinder. Overall measurements of the box cabinet are: width: 17½"; height: 13½"; depth: 8½".

Needed is the replacement of a small molding (cost to do this: less than $10). Otherwise, the box is ready to exhibit.

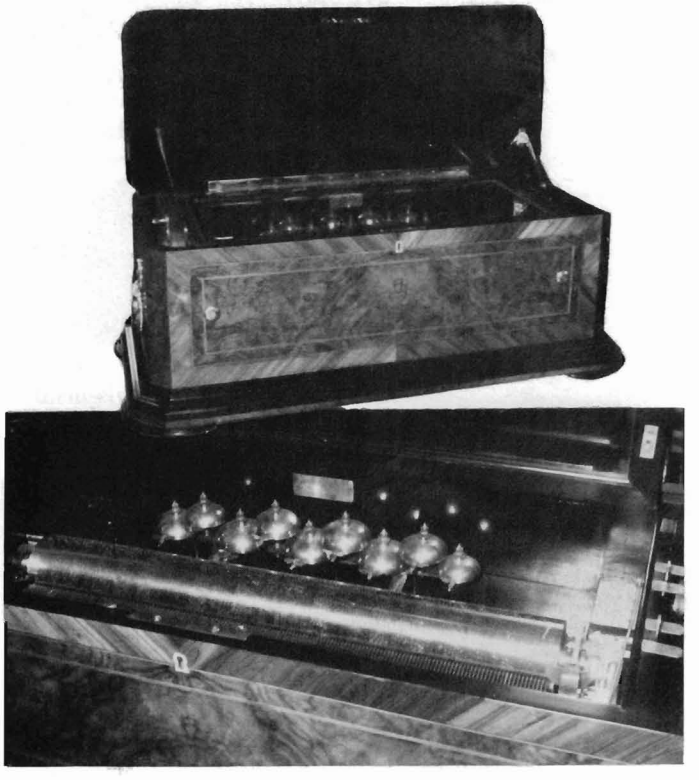
Early Nicole Freres boxes are much in demand – a popularity due, in





large part, to the praise given to instruments of this make in music box literature.

The presently-offered example is a choice Nicole Freres box in all respects. $995.00 (Stock No. CYL-0503)



SUPERB SWISS BELL BOX
–By Troll Bros. of Geneva–

Made by Troll Fils (Troll Brothers) of Geneva, Switzerland, circa 1885, this instrument is superb from both the musical and appearance viewpoints.

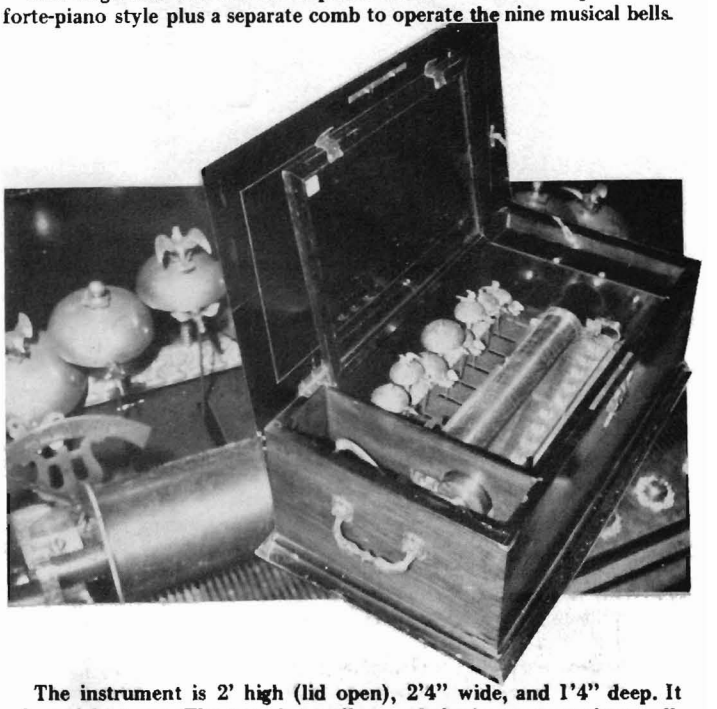
The case is of richly burled wood with matched inlay and measures 2'2" high (lid open), by 3'2" wide by 1'5½" deep. The case has been refinished and has a warm golden color. A slight warp in the lid is the only minus factor in the entire music box – and even this isn't noticeable except when the lid is closed.

Musically the instrument plays eight tunes on a 21" wide cylinder. Nine bright brass bells each have a striker in the form of a honeybee. The interior has been cleaned and polished and gleams just like new! The music plays softly and sweetly and is a pleasure to hear.

Consider this beautiful music box as a centerpiece in your living room or dining room. It will fit in with the most elegant of settings and will be admired by all! $1495.00 (Stock No. CYL-0565)

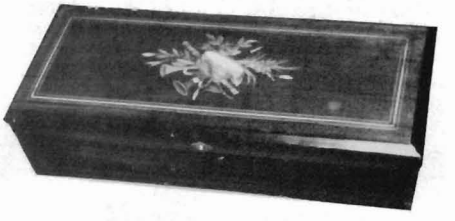
LARGE 9-BELL CYLINDER BOX BY DAWKINS

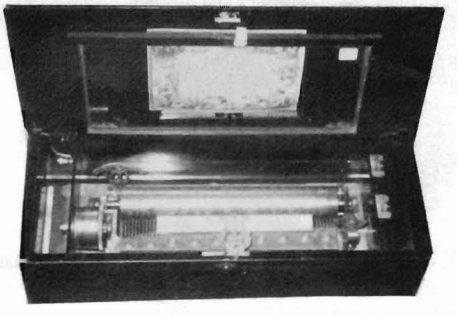
This large bell box has two separate musical combs arranged in the forte-piano style plus a separate comb to operate the nine musical bells.



The instrument is 2' high (lid open), 2'4" wide, and 1'4" deep. It plays eight tunes. The tone is excellent and the instrument plays well. For appearance's sake the box needs a thorough cleaning and polishing and refinishing of the cabinet. In addition, the bell actions need regulation. When done, the value of the box will more than repay the effort expended. Of, if you wish, we can do the work for you at reasonable cost.

An exceptional value at $795.00 (Stock No. CYL-2388)





INEXPENSIVE SWISS CYLINDER BOX

This 12-tune box plays favorite tunes such as "William Tell," "Swanee River," and "The Last Rose of Summer." Made in the 1890's, it was intended for the American market – as the tunes would indicate.

Dimensions are: 14¼" high (lid open), 2' wide, and 10" deep. The cylinder is 13 inches long. The cabinet has an attractively inlaid lid.

The mechanisms play nicely, but for perfection the works should be cleaned and polished. A zither or mandolin attachment lends variety to the tone.

An attractive example of a medium-size Swiss cylinder box. Just $399.00 (Stock No. CYL-8004)



ELEGANT FRENCH MUSICAL CLOCK

In the base of this large, elegant, and beautiful French clock is a cylinder music box movement. The instrument is wound by pulling a cord. A small draw knob at the right side enables the music box portion to be played at will.

The clock, which has its original bright and matte gold finish in mint condition, is in the form of a seated goddess. It is very ornate and dates from the mid 19th century. The clock face is of porcelain and has black numerals.

The box and the clock both operate well. An attractive and colorful item that will illustrate the elegance of yesteryear in your home! $595.00 (Stock No. CYL-1548)

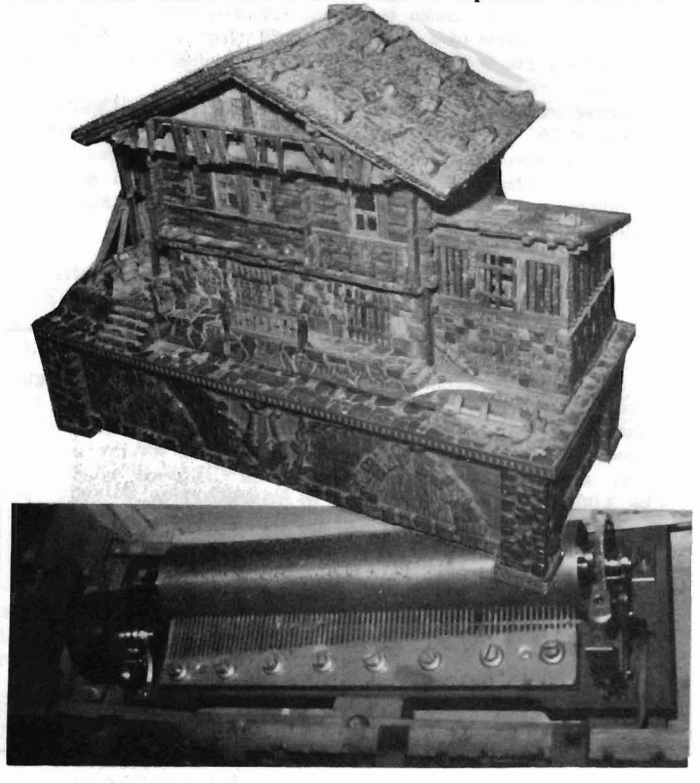
EXCEPTIONAL SWISS CHALET WITH MUSIC BOX

—With quality movement by Bremond—

This Swiss musical chalet, from the famed Museum of Music Collection purchased by us last year, is a really fine one. As you may know, musical chalets come in all sizes and qualities from small "souvenir" types worth $10 to $25 to large finely-crafted pieces containing top-grade music boxes. The one offered here is in the latter category.

The musical movement is an 11" cylinder type by B.A. Bremond of Geneva. It features a program of eight tunes. There is one broken tooth in the music comb which we can repair for you inexpensively. The movement is concealed in the base of the chalet.

The styling is that of a Swiss hillside home. It is finished in a light brown natural wood color. The dimensions are impressive and are: 2'1" wide, 10" deep, and 19" high. It is very attractive in appearance and the musical portion has a rich and resonant tone. A similar instrument (but with a smaller non-Bremond movement) sold for about $1200.00 recently. This one is a superb buy at $695.00 (Stock No. CYL-3090)





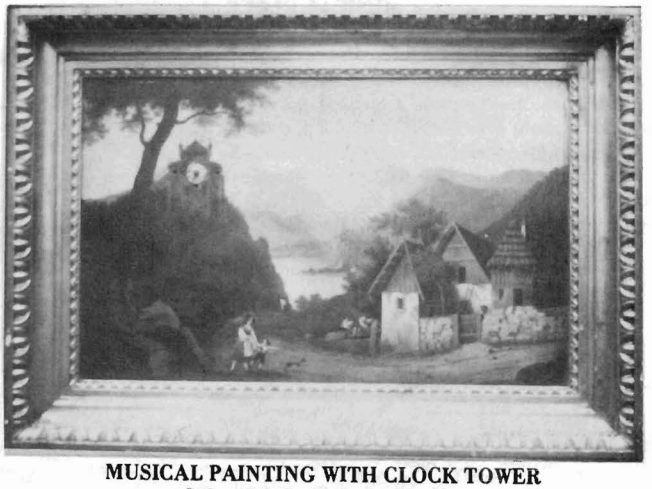
MUSICAL PAINTING WITH CLOCK

—A royal scene—

Made circa 1900, this painting has a music box behind the front panel and a clock surmounting the ornate gilt frame. Overall measurements are 29" high by 27" wide. The frame and box behind the painting (which contains the music box and the clock mechanism) total a depth of 6."

The painting is in rich oil on a metal surface. Depicted is a royal throne room scene all in vividly hued colors. A color photograph of the scene will be sent free on request.

From the Knapp and Longo Collection this will be an attractive addition to any fine home. $495.00 (Stock No. ANT-9144)



MUSICAL PAINTING WITH CLOCK TOWER

—Splendid mountain lake scene—

Done with subdued colors in rich and warm oil colors this scene has a wistful, ethereal quality to it. Even without its musical box (concealed in the back of the case) and the clock (mounted in a castle watchtower at the left side of the painting) this would be a beautiful collectors' item and work of art – and would be worth the price asked.

Measurements are 36" wide by 25" high by 6" deep. The small musical movement is a replacement of the original and is satisfactory in every regard. Apart from this, the condition is just like new.

If you've been seeking a musical painting we highly recommend this one. At least we personally like it quite a bit! A color snapshot of it is free on request. Worth more than our price of only $495.00 (Stock No. ANT-9145)

HAPPINESS IS A MUSIC BOX FROM H&B!

Take your pick of one of the fine Regina, Polyphon, Symphonion or other music boxes listed here. Telephone Terry Hathaway to reserve it. Before you know it, it will be in your home – and will entertain everyone with the happy sounds of yesteryear. This is nostalgia at its finest!



MUSICAL CLOCK
—with sailing ship—

This 19th century clock has a large "shadow box" scene of a fully-rigged sailing ship which tosses to and fro on the waves of an illusory sea. In the base a musical movement is concealed. The bright golden ormolu case is as nice as the day it was made!

Measurements are: 15" wide by 7" deep by 19" high.

If you like musical automata and musical clocks, then consider this one! It's exceptionally choice — and will be just the thing for use in your living room. Just $795.00 (Stock No. ANT-4104)

TIME PAYMENT PLAN

A 10% non-refundable deposit will hold any item in your name for thirty days. If desired, convenient time payments can be arranged on a lay-away basis for any instrument. Don't let lack of ready cash prevent you from buying that special instrument of your choice. Or, you can make financial time payment arrangements through any bank in your area that honors the BankAmericard system. In that way we can ship the instrument to you immediately, and you can make convenient payments through your local bank.

MUSIC BOXES ARE FUN!

A music box will be a lot of fun in your home. It doesn't just sit there — it is ever willing to perform to delight you, your family, and your friends. Everyone likes music. Everyone likes the nostalgia of the "good old days." You get the best of both with a fine music box! And for fine music boxes you've come to the right place — Hathaway and Bowers, Inc.!

DISC TYPE MUSIC BOXES

Our large selection features a spectacular variety of popular Regina instruments including the much-wanted automatic changer models. Among Polyphon disc boxes are two automatic changers and several other instruments in ornate cases. Symphonion and other makes are represented, too — as you'll see in the pages to follow. Disc boxes are attractive, require little care or maintenance, are quite musical and entertaining (you will enjoy building a library of discs), and are interesting to own. Take your pick of the beauties we offer!

INEXPENSIVE REGINA 27" CHANGER
—Needs work—



This Regina 27" changer has just arrived. Although this Regina is in a beautiful mahogany case and has the potential for being an outstanding instrument, at present it needs quite a bit of work. The lower spring barrel, much of the lifting apparatus, the two governors, and many other linkages and parts are presently disassembled and are stored in a box. The coin mechanism is missing and will have to be replaced. Various other parts of a small nature will need work or replacement. The major parts — the case, the duplex music combs, etc. are in nice condition.

Bearing serial no. 30039 this was sold as a Style 8a and was shipped on August 26, 1898 to Sherman Clay & Co., California music retailers. Case measurements are: 5'1" high, 3'3" wide, and 2' deep.

For the collector or dealer who is conversant with music box technology and mechanical work this is an excellent buy at just $1695.00 (Stock No. REG-1004)

BUY WHERE THE EXPERTS BUY!

Are you a newcomer to H&B? Is this your first catalogue from us? Are you hesitant about ordering? What is the Hathaway and Bowers, Inc. organization all about anyway? How is their quality? Do I get a good value for my money? Why should I order a music box from California which may be 3,000 miles away (or 5,000, or 10,000)?

It's only reasonable to ask questions. "I'm from Missouri and you have to prove it to me" you might say — and we don't blame you!

Probably the best way to check on us is to find the name of the leading musical museum or private collector in your area. Spend a few cents and call them or, better yet, visit in person — and ask about Hathaway and Bowers, Inc. Chances are 99% that the person you see will not only know about us, he will have done business here! We stand on our reputation — and we invite you to check it out!

"27" REGINA UPRIGHT BOX"

Although this box gives the ostensible appearance of a very ornate and very beautiful upright 27" Regina, closer examination reveals that, although embodying an original Regina mechanism and probably an original music box cabinet (not Regina), it was "made up" by someone other than the Regina factory. However, as an upright 27" Regina "Orchestral Regina" now costs the best part of $2000.00, this box may be an interesting alternative to the buyer who is more concerned with the music than with the case – or with the commercial location seeking a spectacular and large box at a low, low cost.

Dimensions are: 5'11" high by 32" wide by 16" deep. The

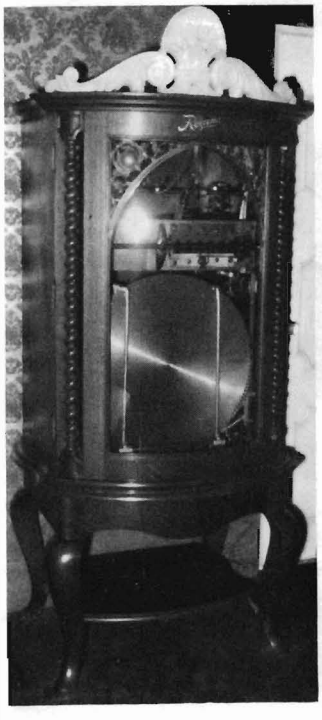


instrument has a nice appearance and plays well. Incidentally, the former owner acquired it as being entirely original – so nice does it look!

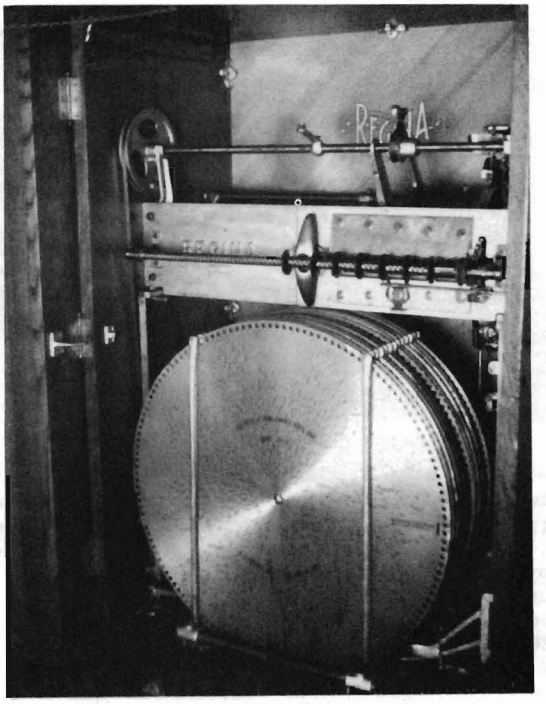
With a supply of 27" discs it is yours for only $1295.00 (Stock No. REG-0562)

REGINA PARLOR MODEL 20¾" CHANGER

–Beautiful and rare!–



The beautiful 20¾" Regina disc changing music box – a rare size of box (20¾" disc diameter) in really beautiful condition. A prize for the specialized private or museum collection!



Among Regina automatic disc changers the Style 37 "parlor model" in the 20¾" disc size is a rarity. Most parlor models were of the 15½" disc specification.

The present example is of light golden quartered oak. A new top crest or gallery has been carved for it to match the missing original. As our illustration shows, the top gallery has not yet been refinished.

Measurements of the Style 37 are: 6'3" high by 2'10" wide by 2'2" deep. The instrument holds twelve 20¾" discs and changes them automatically. Operation is via a nickel slot at the right side of the case.

This lovely Regina changer is in superb condition inside and out. It looks beautiful and plays accordingly. This instrument isn't a bargain, in fact it's expensive, at the price we ask. But, unless we miss our guess, this rare instrument in really top condition will sell quickly for $3495.00 (Stock No. REG-5943)



FOLDING-TOP 20¾" REGINA

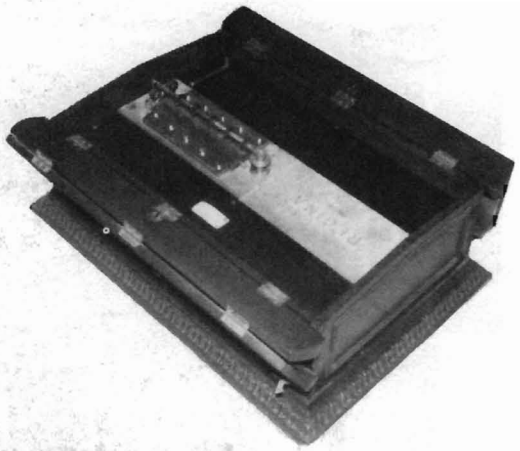
–Marvin Collection–

Here's another beautiful Regina from the Marvin Collection. Known as the "accordion top" this instrument has a doubly hinged top which opens wide to provide support for the large 20¾" diameter discs it plays.

Officially sold as Style 27, this instrument was shipped from the Regina factory on September 13, 1898.

The mechanism is in excellent order, the box looks very beautiful, and the tonal quality is excellent (in keeping with the selected quality of instruments from this beautiful collection).

Measurements are: 29" wide by 25" deep by 11" high. With a half dozen discs this very choice Regina can be yours for $1295.00 (Stock No. REG-0548)



Note: The folding-top instruments were made in two sizes: 20¾" (the size here offered) and 27". The 20¾" size was given the name *Regina Sublima* and the 27" size, *Orchestral Regina.* As we have noted before, "Sublima" was a favorite Regina word and it was employed in one way or another to describe a large range of instruments from table top music boxes to coin-in-the-slot pianos.

The catalogue has this to say of the 20¾" type:

"REGINA SUBLIMA, Nos. 26 and 27.

"No. 26 for parlor use; No. 27, with slot attachment. Long running movement. Two large combs with 130 tongues (teeth in the music comb – Ed.), tuned in chromatic scale. Case in oak or mahogany..."

The above offered example is in mahogany and, despite the "Style 27" notation in the Regina factory records, is a parlor (without coin slot) model that stops and starts with the flick of a lever.

BEAUTIFUL REGINA MUSICAL DESK

The Regina Musical Desk, of which fewer than a dozen are known to exist, is one of the most interesting of all Regina



instruments. Containing a high-quality 20¾" musical movement, the music box is in the shape of an ornate desk. The right side of the desk incorporates the music mechanism; the left pedestal is a convenient repository for a collection of 20¾" discs.

With the lid in the closed position the Musical Desk resembles an elaborate office or library desk. Open the desk top and the music box is revealed in all of its beauty!

The present example has a very striking grain pattern to the quartered oak, giving the already-ornate desk an even more beautiful appearance. The musical tone is full, rich, and melodious. In short, here is a gem!

CAREFUL DESCRIPTIONS

When you order from H&B you get careful descriptions. Rather than just saying "a nice music box, price such and such" we take the time to describe the instrument carefully and in detail. Of course it's a bit harder to do this – but the effort is quite worthwhile. We're not after "one time" sales to beginners and bargain hunters. Our business is based upon repeat sales to dealers and advanced collectors – the knowledgeable buyers. You're in good hands when you do business here! ——Terry Hathaway



With a dozen discs (additional discs are available at moderate cost) the desk can be yours for just $2495.00 (Stock No. REG-6666)

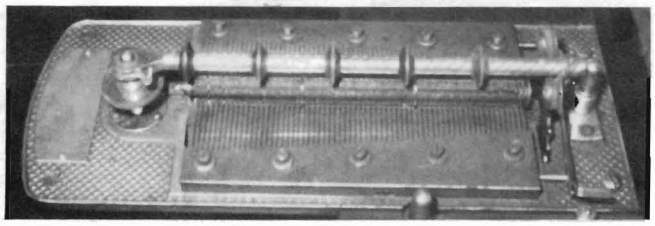
REGINA MUSICAL DESK

Of all Regina music boxes the Regina Musical Desk is one of the most interesting. In a single cabinet are combined an attractively styled and ornate writing or library desk and a superb quality 20¾" disc musical movement.

With the desk top in the open position the discs can be changed. A convenient series of compartments built into the left side stand of the desk provide storage capacity for a collection of discs to be used with the instrument.

The musical movement is one of the finest ever made by Regina: a duplex comb movement with short bedplate. A large sounding board amplifies the tone. The on-off controls are at the right side of the desk as is the winding crank, so the Regina can be operated with the desk top in the closed position.





Your editor has often contemplated purchasing one of these for use as a desk for compiling these catalogues – with the thought in mind that more inspired descriptions might be the result!

The presently offered Regina Musical Desk is offered at a figure $500 below what we would normally ask for a comparable specimen. This is to compensate you for some cabinet work that has to be done: the original finish has been partially stripped down, so the stripping must be completed and a new finish applied. A small veneer patch in the lid was ineptly done and must be replaced or else finished to match. Four brass drawer pulls are missing from the front. All of this work is more or less routine for anyone who enjoys wood refinishing – and it should present no problems.

The musical mechanisms are excellent and will require no attention. Musically, the box is ready to entertain you the moment it arrives in your home.

The desk measures 3'10" wide by 2'3" deep. The top is of standard height. The rich mahogany wood and the rich and resonant musical tone will combine to make this a real showpiece in your collection! $1995.00 (Stock No. REG-1790)

———————



BEAUTIFUL STYLE 26 REGINA DISC BOX
–20¾" size in mahogany case–

A nice example of a 20¾" duplex comb Regina table model music box. The cabinet measures 29" wide by 24" deep by 33" high (lid open) and has been refinished.

The box is large, impressive-appearing, and has a beautiful tone. With a supply of discs you can buy it for $1149.00 (Stock No. REG-0559)

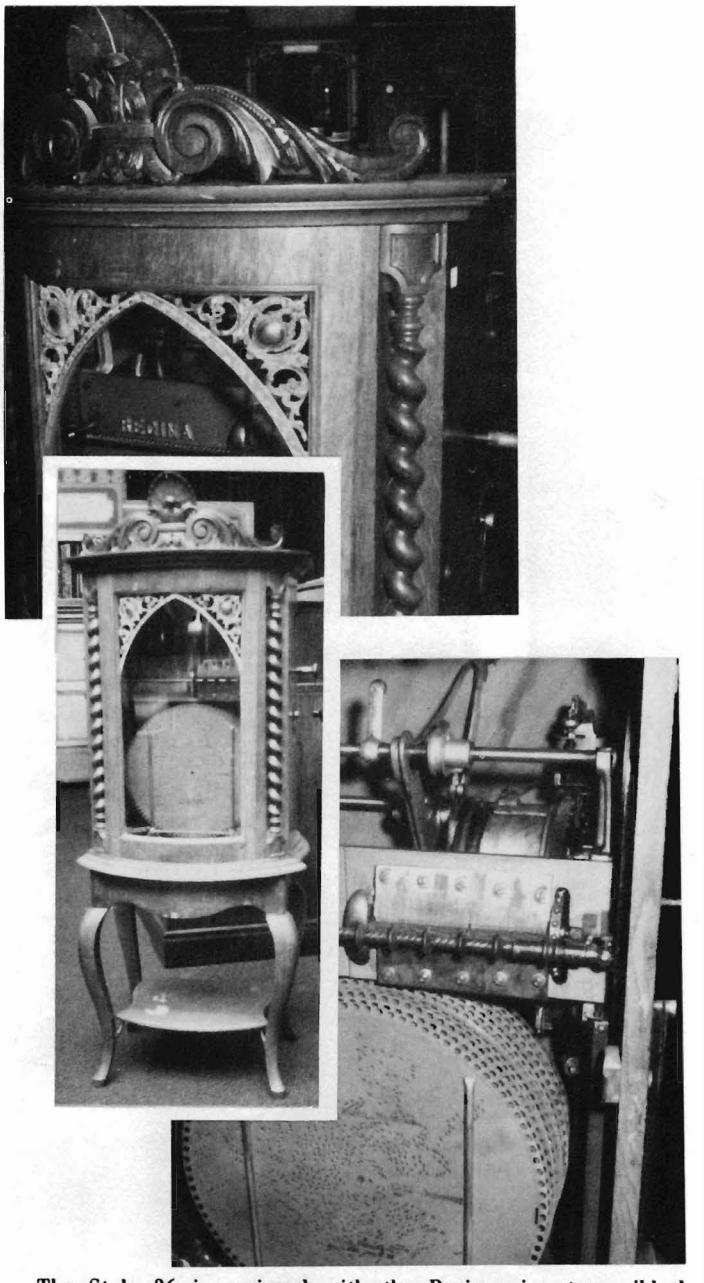
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REGINA AUTOMATIC DISC CHANGER
–15½" "Parlor" style–

It's not too often that we have the chance to re-offer an instrument that has passed our way earlier as owners have a way of wanting to keep and enjoy music boxes! However, the present instrument is an exception. Originally offered as Stock No. REG-4100 in our Catalogue No. 13 (which featured the fabulous Cliff House Collection) this lovely 15½" Regina changer was purchased by one of America's leading motion picture producers, Warner Brothers, for use in a film. Now that that use has been accomplished Warner Brothers sold the instrument back to us – so we offer it again!

This beautiful Style 36 is a choice example of the famous and much desired "parlor model" of the 15½" Regina automatic disc changing music box. This specimen, serial number 50206, was shipped from Regina's New Jersey factory on March 13, 1900. It has been well cared for ever since.

The instrument measures 5'6½" high, 2'3" wide, and 2' deep. It is of light golden oak. The beautiful wood grain, the spiral columns on the front, the ornate scallop crest, and the graceful overall lines of the Style 36 make this one of the most attractive antique American music boxes ever made.



The Style 36 is equipped with the Regina piano-type ribbed sounding board. The music is played on two music combs - the duplex configuration. The instrument holds twelve 15½" discs and plays them in one of two ways of your choice: (1) In rotation, in alternately ascending and descending order such as 1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 11, 10, 9, 8, 7, 6, 5, 4, 3, 2, 1, 2, etc. (all Regina changers operate in this sequence). Or, (2) an individual tune may be selected or repeated by means of a selector knob on the side of the instrument. The mechanisms are in excellent order and operate properly. The box has a nice tonal quality.

If you want the box to look like new we recommend that you have it refinished (this we can have done here for you at low cost) and have the interior works polished and the bedplate regilded. The pointer knob on the right side of the case should be replaced. These items we mention are strictly optional. Few Regina changers in collections today are the equal of this one.

Over the years a stream of Regina disc changers has passed through our doors. Our customers' demand for them is seemingly insatiable! If you would like a choice, attractive example of a classic American music box, consider this one. With the Style 36 go a dozen discs (a changer full) free. A dozen more are yours for just $1 apiece (which is a savings from our regular price of $4 each) with the purchase of the instrument. And, if you talk to Terry Hathaway convincingly when you telephone to reserve this beauty, he may just forget about charging you anything at all for those extra dozen! $2495.00 (Stock No. REG-5004)

———————



See description of this beautiful Regina on page 21.

REGINA "PARLOR MODEL" WITH CLOCK
—Automatic Disc-Changing Box—

When originally sold (circa 1905) this model was described as follows in the Regina catalogue:

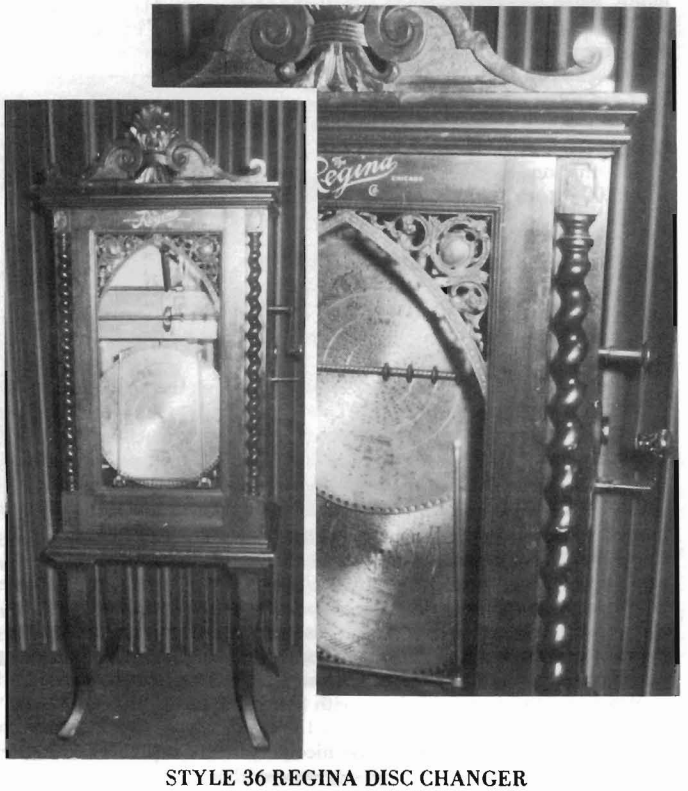
"REGINA CORONA No. 35 – This instrument contains the Regina automatic tune changing mechanism, so constructed that each tune contained in the carriage is lifted into position, played, and returned to its place automatically, without any attention on the part of the operator. It will play twelve tunes through in regular order with one winding... It is almost human it its action.

"This instrument is especially suitable for use in the dining room, and has been a great favorite for that purpose. It is equipped with tempo regulator and the Regina piano sounding board which greatly strengthens and improves the tone. It also contains a drawer which will hold two dozen tune discs. The discs contained in the carriage are easily changed, the only care necessary being to place the right side up. Any tune in the carriage can be selected and played at will and any particular tune may be repeated as often as desired. Style No. 35 contains double or duplex combs, and uses 15½" discs. Cases in oak or mahogany. Dimensions 66x26¼x22 inches.

"Style No. 35 may be equipped with a high-grade eight-day clock. When so equipped the clock is connected with the mechanism so that a different tune is played automatically every hour or every half hour. This is a pleasing improvement as it is a very agreeable way to be reminded of the passing hours. The clock attachment is of the very best construction, made especially for this purpose."

The presently-offered example is in mahogany wood. The interior has been cleaned and polished and works beautifully. The instrument has a rich tonal character of unimprovable quality. The exterior of the case, while completely acceptable in appearance, would be enhanced by refinishing – and, considering the value and beauty of the instrument, we recommend doing this. Also a small piece of flat wood at the top of the case (not visible from the front) is missing and will have to be made.

For many years this Regina Corona Style 35 was a prized piece in one of Los Angeles' finest homes. Now, for the first time since it was sold decades ago, it is on the market. A gem! $3295.00 (Stock No. REG-2305)



STYLE 36 REGINA DISC CHANGER
—Flat front style; 15½" discs—

This lovely mahogany Style 36 flat front Regina disc changing music box was made in April, 1905. Coin operated via a slot in the right side of the case it found use in a midwestern town, probably in a soda parlor or a similar location.

The Style 36 measures 5'9" high, 2'2" wide, and 1'9" deep. The case is of mahogany and is well preserved. Refinishing would be optional. Interior-wise the mechanisms are excellent, save a needed repair to one tooth end (this we can do for you at nominal cost).

The instrument holds twelve regular 15½" Regina or Polyphon discs and plays them in succession – or a particular tune may be selected via a numbered index knob provided for that purpose.

The tone of the box is excellent. The appearance is quite ornate and is very attractive. All in all this is a lovely instrument you'll be proud to own and display. And, although we're not charging any more for it as a result, this style is one of the scarcer changer models.

Buy this beautiful Regina for $2295.00 (Stock No. REG-1003)

ENJOYED HIS VISIT HERE!

"Visiting your offices last Saturday was like having a dream come true. Instruments I've been dreaming about for fifty years came to life again..." – an unsolicited comment from P.T. of San Diego, California

COIN-OPERATED REGINA 15½" DISC CHANGER

Although the selling price is no more than that of a "parlor model," the "flat front" type as offered here is many, many times scarcer.

Officially designated as the "Regina Corona Style 36 - Flat," this disc changing music box was described thusly in the Regina sales literature:

"Regina Corona No. 35 – Flat. This style is very popular with slot machine operators. It has a piano sounding board, automatic tune changing device, and a long running movement – and also a good speed regulator. Duplex combs with 156 steel tongues (teeth). Tune sheets are 15½" in diameter. Cases are in oak or mahogany. Dimensions are 68x25½x21 inches. Built very strong to withstand use in public places."

The specimen we offer here is choice (save for the exception noted in this paragraph) and has a lovely tone. The mainspring, however, has been shortened – and will have to be replaced for proper long-playing operation. In addition, an appropriate finial is needed for the top. We can perform the needed work on it for you at low cost – as per our usual service. Or, you may opt to do it yourself. In any event, our price represents a quite substantial discount that should more than cover the needed work.

With the instrument are a dozen discs – enough to fully stock the changer rack. If desired, you can purchase another dozen discs for just $1 each with the purchase of this instrument. Incidentally, 15½" discs





are sufficiently plentiful and were issued in such a variety of tunes that you can assemble a wonderful library of music for this instrument.

Either as part of an advanced collection or as a single item on its own this Style 36 will command interest and attention wherever it is seen and heard. $1995.00 (Stock No. REG-3022)

Historical notes: This style was intended for use in phonograph parlors, kinetoscope galleries, and similar arcades containing

coin-operated amusement devices. The "built very strong to withstand use in public places" description includes four sturdy metal legs – a departure from the usual wooden legs of other contemporary Regina products.

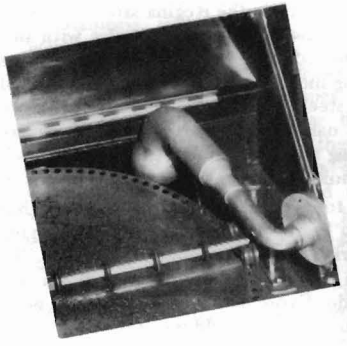
Commercially, coin-operated Regina disc changers lived an ephemeral life that began about 1900 and was passe by 1910. The scarcity of the flat front style is explained by two factors: First, not many were made. Second, as were other commercial instruments these more likely than not went to the scrap pile once their earning power diminished. On the other hand, sentimentality caused many of the "parlor style" or curved-front 15½" changers – instruments built for home use – to be saved.

BEAUTIFUL 15½" REGINAPHONE
–Style 246 in mahogany case–

This combination 15½" disc music box and disc phonograph was made circa 1915 and was one of about 200 Style 246 Reginaphones manufactured.

It is in a dark mahogany case which measures 22" wide by 20" deep. With the top opened it is 4'10" high.

The music box portion consists of a 15½" short bedplate Regina movement. The tone is exceptional and positively cannot be excelled in a box of this size! The record player part is a disc phonograph with an inside horn. When the phonograph is to be used the steel music box disc is removed. The turntable, stored in a special compartment, is fitted on a tapered spindle. The record is placed on the turntable and the







reproducing arm is placed on the revolving black disc. To restore the box to its music box format, just put the turntable back in its drawer, move the reproducer arm aside, and play it as a 15½" Regina disc box in the normal manner.

This beauty from the Knapp and Longo Collection will grace your home. Buy it for $1295.00 (Stock No. REG-1114)

SOME PUFFERY ON OUR PART!

We're proud that H&B has become an attraction, not only to collectors and museums who specialize in automatic instruments all over the world, but to the news media as well.

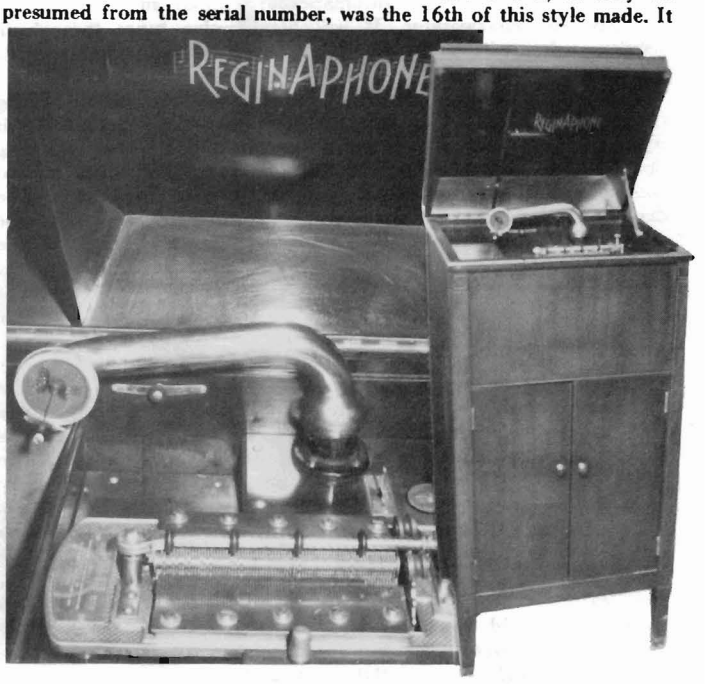
A list of Who's Who in among news media that have featured H&B is a long one – and includes ABC, NBC, CBS, and Metromedia TV, publications ranging from the Wall Street Journal and Business Week to Playboy, and many others.

While you may have enjoyed reading about H&B or watching a program about us on TV, the best thing is an in-person visit! So, the next time you come to California put H&B on your "must see" list!

15½" REGINAPHONE
–Style 246–

As fewer than 300 Style 246 Reginaphones were manufactured, this type is one of the scarcer Regina styles. However, sometimes good things come in quantities (if three pieces are indeed a quantity) and, at the moment of cataloguing this specimen, we find we have three Style 246's in stock! So, if you want one – here's a golden opportunity.

This Style 246 bears serial number 2460016 and, as may be presumed from the serial number, was the 16th of this style made. It



saw the light of day on October 15, 1915. While dated now, the squared-off cabinet was the latest phonograph fashion in the 'teens.

Measurements are: 22" wide by 20" deep by 4'11" high. As can other Reginaphones, this one can play 15½" steel music discs or 78rpm ordinary phonograph records with equal facility. However, as the rotational speed of the phonograph record is about 100 times greater than that of the music box disc, a separate turntable mounted on a separate spindle is used for the instrument when it is in the phonograph mode. When not in use, the turntable slips into a small drawer provided for it – and the duplex music comb and other music box devices are ready for use.

A Reginaphone is a lot of fun to own as it is two instruments in one. You can listen to old-time stomp and swing sounds on records – or, by using the music box portion, you can hear the sparkling tones of your favorite Regina discs.

Buy this one now – and you can be enjoying in your home soon. $1295.00 (Stock No. REG-0521)

CHOICE ORNATELY CARVED REGINAPHONE
–Style 240 Music Box / Phonograph–

The Reginaphone, a combination disc music box and phonograph was introduced during the early 20th century to provide what Regina described as:

"The wedding of the Regina Music Box and the talking machine occurred about six years ago. This new family took the name of 'Reginaphone' – a Regina music box and a talking machine combined in one instrument. The improvements made during six years have been very great, and today the Reginaphone is in a class by itself – the instrument par excellence – the queen of all home entertainers... It plays Regina discs (15½" size) and talking machine records (any record up to 14") with equal facility – and the change from one to another can be made in less than ten seconds..."

The instrument we offer is the popular Style 240 – one of the prettiest Reginaphones ever made. It is in a rich mahogany console with gracefully curved sides. The front corners are ornamented by carved lions' heads.

Measurements are: 5'2" high with the lid open, 2' wide and 1'10" deep.

Condition: The instrument plays nicely and has a superb tone. About the only improvement we could suggest would be refinishing, but this is optional, not a necessity. If desired, we can do it here for you. We've refinished several Style 240's to a mirrorlike surface – and they were all very beautiful!



Rich ornamental carvings make the Style 240 Reginaphone very attractive.

With the Style 240 go a half dozen standard 15½" Regina music box discs. We presume that you can find your own 78 rpm phonograph records in your vicinity, but if you can't, we'll include some free of charge.

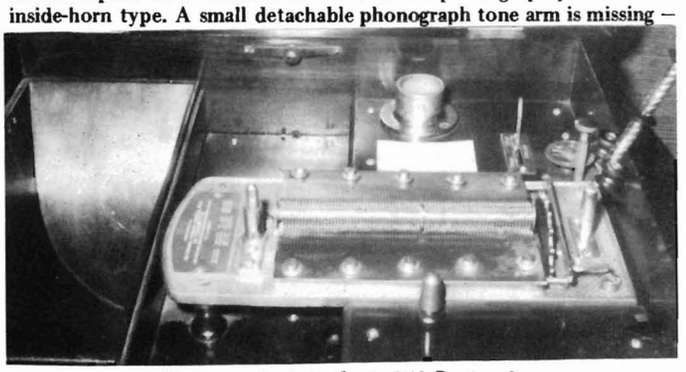
You'll really enjoy this versatile, beautiful, and very musical instrument! Just $1495.00 (Stock No. REG-4037)

Notes: To play 78 rpm records you take the felt-covered phonograph turntable from its storage place in the bottom of the cabinet and place it on a special spindle just in front of the musical comb. The phonograph reproducer head (which is swung out of the way when the instrument is in the music box mode) is then placed on the record, and the music starts!

To hear the 15½" metal discs, remove the phonograph turntable, swing the phonograph arm aside, put a disc on the disc spindle and operate it as you would any regular 15½" Regina box.

15½" REGINAPHONE WITH CABINET
—Style 250 in mahogany—

This attractive Style 250 Reginaphone dates from about 1917 and is one of about 320 such instruments made. It features a duplex comb short bedplate 15½" musical movement. The phonograph part is of the inside-horn type. A small detachable phonograph tone arm is missing –



Music comb of the Style 250 Reginaphone.

WOULDN'T SELL FOR TWICE THE PRICE!

"The mahogany table model Reginaphone arrived last week. Firstly, 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." – an unsolicited comment from R.R.R. of Richmond, Indiana.



and is about the only adverse thing we can mention about this beautiful box.

The tonal quality is particularly full and rich. The appearance is attractive. Refinishing would enhance the beauty of the box – but refinishing would be strictly optional; hardly necessary.

Dimensions are: 62½" high (lid open), 24½" wide, and 22" deep.

Considering that the detachable tone arm is missing we're pricing this strictly as a choice 15½" disc music box. As such it has exceptional tonal quality. A good value for just $1295.00 (Stock No. REG-1122)

REGINA GRANDFATHER'S CLOCK
—With 15½" Disc Changer!—

During the decade from about 1895 to 1905 Regina sold several different varieties of grandfather's clocks. Early models were imported from Polyphon and featured Polyphon music movements incorporated into Lenzkirch hall clock cases.

Later Regina models used Rahway-made Regina mechanisms incorporated into Seth Thomas hall clocks. As was true of the Polyphon styles, the Regina clocks had a single-disc type of mechanism.

Among all types of Regina grandfather's clocks, or among all types of disc music box clocks ever made anywhere for that matter, the presently offered style is sensational: it features an automatic disc-changing mechanism!



Known as the Style 2 Hall Clock this model was made in limited quantities during the first decade of the 20th century. The example we present here is the first we have ever seen or offered for sale and is only the second example anywhere known to us. It was shipped from the Regina Music Box Company to a Chicago customer on April 29, 1905.

Specifications of the clock are impressive: it stands 9'7" high, is 2'4" wide, and is 1'8" deep. The case is of light red mahogany and is ornamented with carvings and latticework. The clock is of the 8-day pendulum type. Even without its automatic changer feature this would be a spectacular grandfather's clock. With the changer it becomes a two-in-one item: one of the nicest grandfather's clocks imaginable combined with one of America's favorite music boxes – the 15½" Regina automatic disc changer!

The automatic disc changer is in the base of the clock and is visible as it plays via an open latticework. The mechanism holds six different discs and plays them in rotation or it can repeat a favorite tune. The music can be played automatically by signal from the clock mechanism or it can be played at any time by means of a lever on the lower right side of the case. The mechanism bears the serial number 51702.

Condition: This beautiful Style 2 is offered in completely rebuilt condition. The musical mechanism has been cleaned and polished to like-new condition. It is ready to enjoy as soon as it arrives in your home!

It comes with a dozen discs (enough for two changers full). It is a magnificent showpiece that is truly the king of musical clocks! $4995.00 (Stock No. REG-5000)

Note: Unlike other types of musical clocks, you can program this Style 2 to include a variety of your favorite tunes. Considering that hundreds of different melodies are available on the standard 15½" discs, this is quite an advantage!



BEAUTIFUL STYLE 11 15½" REGINA
–With matching base cabinet–

Made in the summer of 1898 (shipped on August 8th, to be exact) this Style 11 was sold to a private home by Regina's New York City showroom. Judging from its present condition, it must have been a prized possession – for it could hardly have been better new than it is today!

Measurements of the box alone (add about 3' for base cabinet) are: 23" wide by 21" deep by 28" high (lid open). The instrument has a large duplex music comb and takes standard 15½" Regina discs – a supply of which comes with it.

Beauty, history, and fine music are combined in this superb quality Regina from the Gay Nineties. $1295.00 including matching base. (Stock No. REG-0555)

COLLECTIONS PURCHASED

To maintain our inventory and to fill our customers' want lists we're constantly searching for collections and for fine individual automatic musical instruments. Thinking of selling? Think of Hathaway and Bowers, Inc. You'll get: (1) A fair price for your instruments. (2) Immediate cash payment in full. (3) A pleasant and enjoyable transaction. Could anything be more ideal?



STYLE 11 REGINA WITH TABLE
–15½" disc size–

In a note accompanying this box the former owner described it as being in a "light mahogany case - and in extra nice condition!" We won't disagree. Like other Marvin pieces, it is the pick of the crop.

Shipped from the factory on December 20, 1897, this box was designated as a Style 11 and was given the serial number 24190.

Measurements are: 23" wide by 21" deep by 28" high (lid open). The music is provided by a large duplex comb. A zither or mandolin attachment adds tonal variety.

With this beautiful box is the accompanying mahogany base cabinet, with a compartment for the storage of discs. Our dimensions given above do not include the base cabinet, so another three feet (approx.) can be added for this.

Buy this beautiful Regina for $1295.00 (Stock No. REG-0554)



STYLE 12 REGINA MUSIC BOX AND CABINET
–15½" dize in mahogany case–

Made in the mid-1890's this is one of the earliest 15½" Regina boxes. Designated as Style 12 this model has a disc-storage drawer in the bottom of the box. On the underside of the lid and within an ornate vignette is a list of tunes originally available in the 15½" size (later the list expanded so tremendously that a separate catalogue was issued). The box measures 23" wide by 21" deep by 28" high (lid open). It is on a matching base cabinet which adds about 3' to the height. (The base cabinet is not illustrated).

The instrument is in a red mahogany case. Some fading is evident, but it can be overlooked – or else you can simply refinish the instrument.

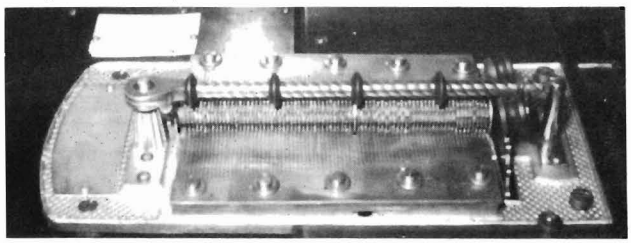
With a supply of discs this choice Regina and matching stand can be yours for $1195.00 (Stock No. REG-0553)

BEAUTIFUL STYLE 50 REGINA BOX
–15½" size; serpentine case–

Hoping that the quoted model numbers and other digits aren't more confusing than enlightening, we present herewith Regina's original circa 1905 description of this box:

"Number 50. This is the most popular instrument of its kind ever produced. It is the same size as style No. 55, but is enclosed in a more handsome case, having swell front and sides. It differs from style No. 55 in that it has a double or duplex comb with 156 steel tongues instead of 78. This means double the volume of tone over style No. 55. In purchasing an instrument of this kind, its music producing capacity is, of course, of the first importance. In style No. 50 is offered an instrument having twice the musical volume of a single comb instrument of the same size, and at a comparatively slight additional expense. Style No. 50 has been one of the most popular instruments ever made by the Regina Company. It is known all over the world, and has been a standard to which other instruments have been compared..."

The present example was sold on November 4, 1905 to the Smith &





Nixon Company of Cincinnati, Ohio. Measurements are: 23" wide by 20" deep by 29" high (lid open).

The tonal quality is excellent as is the appearance. With a supply of discs it is yours for $995.00 (Stock No. REG-0556)

H AND B
HATHAWAY & BOWERS INC

ARRIVED IN GOOD ORDER

"I want to thank you for the fine Polyphon. It arrived in the very best of shape. I am looking forward to doing more business with you in the near future." – an unsolicited comment from W.C.R. of Seattle, Washington.



15½" REGINA TABLE MODEL BOX
–Style 11; duplex comb–

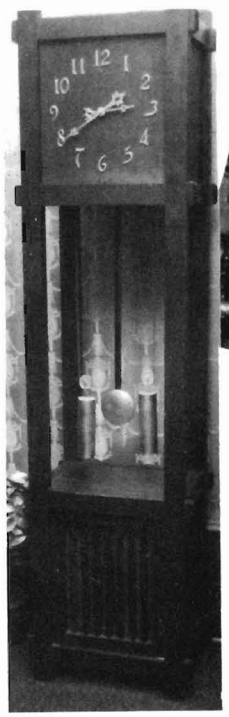
With its light golden oak delicately inlaid with pinstriping and pointing of mother of pearl and ivory this is a very beautiful Regina box.

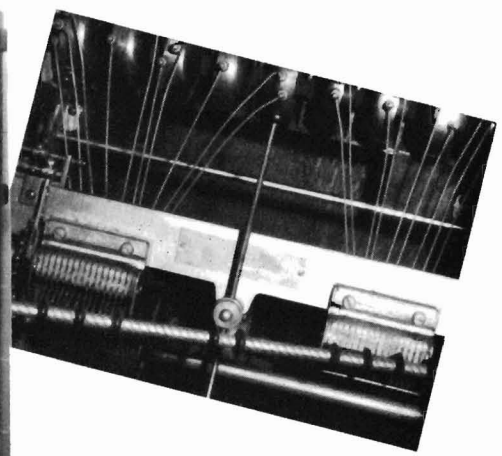
Measurements are: 22" wide; 20" deep; 29" high (lid open). It is a full bedplate, duplex comb type and uses regular 15½" Regina discs, a group of which comes with it. The instrument was shipped on December 15, 1900 to the Rudolph Wurlitzer Company. (Wurlitzer was, at one time, the largest Regina distributor.)

The appearance, tonal quality, and general excellence of this Regina will make it an enjoyable possession that you'll be proud of for many, many years. $795.00 (Stock No. REG-0543)

CHOICE REGINA CHIME CLOCK
Style 81 in Mission case–

This ranch-style or mission-style Regina clock is in choice condition and plays chimes and tunes with a rich, lingering resonance. Shipped from the Regina factory on August 14, 1916, it bears serial no. 8100081. As you can probably gather, this is the eighty-first specimen of the Style 81 clock. Actually, not as many as 81 were produced altogether as the serial numbers were not assigned consecutively (some were skipped). Records reveal that between 55 and 60 of these Style 81 clocks were sold between the years 1906 and 1917.





The Regina Chime Clock. Above are seen the mechanisms, housed in the base of the clock, that strike the bells. This clock operates well and is ready to take its place in your home. Call to reserve it today!

Measurements are: 7'1" high, 1'10" wide, and 1'3" deep. The cabinet is of dark oak wood and is in excellent condition.

The musical mechanism consists of many tuned bells, each with a resonator. There are 19 strikers in all (some bells have multiple strikers in order to repeat the note quickly). These are operated from two steel combs. The music, two chime series and four tunes, is programmed on a 12 1/8" disc.

On the hour the Chime Clock plays a tune and a chime sequence. On the half hour it plays a tune. During each operation the disc advances 1/6th.

You'll enjoy this nice piece of furniture and music box combined for many years to come! $1495.00 (Stock No. REG-1008)



SPLENDID 24½" POLYPHON
—With matching base—

The 24½" Polyphon is one of our favorite music box types – as it is also the favorite of music box enthusiasts everywhere. Over the years many have passed through our doors enroute to new homes in America and Europe.

The specimen offered here is a nice one. It is in a light walnut cabinet with rich graining and with an inset burled panel at the bottom. Tonally it is rich and resonant.

Some minor woodwork is indicated, but this is more optional than mandatory. The instrument is ready to take its place in your home. You'll enjoy it for many years to come.

With the instrument are a half dozen discs. Others are available inexpensively. A rich variety of music was originally scored on these Polyphon discs – making possible the assembly of an interesting library of tunes.

Overall measurements are: 6'7" high, 2'10" wide, and 1'9" deep. Buy it now for just $1995.00 (Stock No. POL-4057)

WANT LIST SERVICE

Wise collectors, dealers, and museums have their want lists on file here at H&B. Over the years nearly all of the "most wanted" instruments ever made have come our way – and many have been sold to those who had want lists in our file.

Commissions Accepted: We've been commissioned to build many beautiful private and public collections. If you want to build a fine musical exhibit for your home or business and want to be sure of spending your money wisely and obtaining quality instruments, as Terry Hathaway to build the collection for you. All financial and other details will be kept in strict confidence – even the fact that you are building a collection, if you so desire. Our present general commission rate (subject to variation depending upon the type of items purchased) is 10% plus expenses – a modest price to pay for the assurance of quality and expert advice.



STYLE 5 POLYPHON WITH BELLS
—Automatic disc-changing type—

Although a good amount of cleaning and a refinishing of the case separate this instrument from being in choice condition, it is a creditable specimen of a rare, rare box.

This Style 5 a large duplex music comb plus a set of bells. The bells are of the saucer variety and are arranged in two vertical rows just above the bedplate. The 22 1/8" discs have a special solo section on the periphery of the disc especially for the bell music.

Measurements of the walnut cabinet are: 4'8" high, 3' wide, 1'9" deep.

Needed to do: The cabinet needs refinishing and some minor woodwork. The interior needs a thorough cleaning and polishing. This we can do for you at reasonable cost.

Incidentally, photographs of the Style 5 are deceiving so far as size is concerned. Although built along the general architectural configuration of smaller boxes, these are very large and impressive "in person." As noted, the box stands nearly five feet high!

An excellent value in our opinion for $2495.00 (Stock No. POL-4121)

Note: The 22 1/8" discs are basically the same arrangements as the standard 19 5/8" Polyphon discs, but with an extra diameter to provide a 16-note solo section for the bells.

BEAUTIFUL POLYPHON DISC CHANGER
—22" size with orchestra bells—

From an Arizona mining town comes this rare and interesting Polyphon automatic disc changer. Using 22 1/8" diameter discs it plays a large duplex music comb and a set of sixteen tuned orchestra bells (or "bar bells"). The bells are prominently displayed at the top of the case. A series of metal linkages connects the bells with the special music comb which operates them.

Made in exceedingly limited quantities circa 1900 - 1910 Polyphon disc changers with orchestra bells are really rare today. Few collections have a representative specimen.

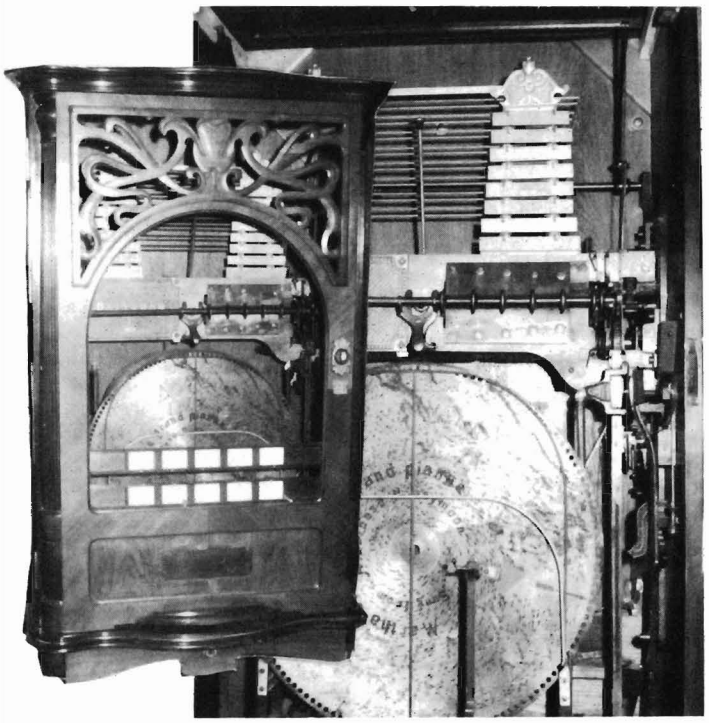
The instrument measures 4'8" high by 3' wide by 1'9" deep. The instrument is complete with a library of music discs.

BUY BOOKS AND RECORDS!

An easy way to "get acquainted" with automatic musical instruments is to buy books and records about them. In that way you can determine (after a fashion – no words or recorded sounds will ever duplicate the awe-inspiring experience of hearing a great orchestrion or a superbly restored reproducing piano – to mention just two examples – in person!) which types of instruments interest you best.

From a strictly financial viewpoint buying books and records makes good sense. If you are familiar with instruments then you can buy things more efficiently – you'll know what you want.

Check our books and records section of this catalogue for selected items which we think – in fact, we guarantee – you'll enjoy!



The Polyphon is in a light walnut case. We would recommend refinishing it, although it isn't necessary. Also we'd recommend cleaning and polishing the interior. This is such a spectacular box that these additional touches (which are not difficult or costly to do) are worth the effort to make it look like new. The basic mechanisms and components are excellent.

For the advanced collector this represents an opportunity to acquire one of the rarest, most melodious, and most desirable disc boxes ever made.

$2995.00 (Stock No. POL-7801)

Note: Sold as a Style 5 with bells, Polyphons of this type were made in two formats: with saucer bells (saucer-shaped like a telephone bell or doorbell) and with orchestra bells (in bar form as in a glockenspiel or bell lyre).

These were late-generation Polyphon boxes made well after the peak of disc box popularity. As a result relatively few were produced.





BEAUTIFUL POLYPHON BELL BOX

–Choice, musical, and rare!–

This lovely and tuneful Polyphon box is equipped with a set of twelve tuned saucer bells in addition to the musical comb. Via 14¼" discs (a half dozen of which are furnished free with the instrument; others are available from us) the Polphon plays sparkling melodies that will delight all who hear it!

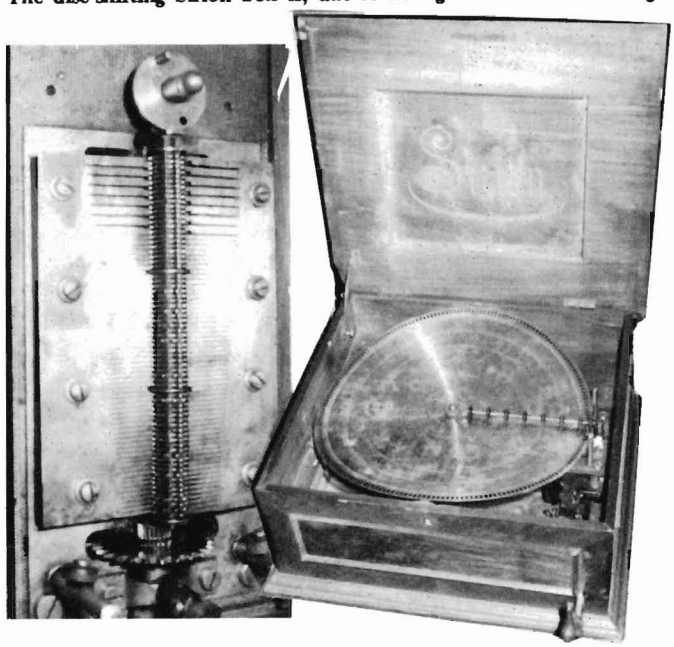
Cabinet measurements are: 18½" wide by 17" deep by 25" high (with the lid open). The case is of light golden walnut. The top is ornamented by a colorful inlay. The underside of the lid is decorated by a scenic color lithograph of an ancient castle perched high on a craggy hill.

Dating from about 1900, this beautiful Polyphon is a "best buy" at just $995.00. (Stock No. POL-4102)

IMPORTANT SIRION DISC-SHIFTING MUSIC BOX

–Table model–

The disc-shifting Sirion box is, due to its ingenious and fascinating two-tune feature, one of the most desired of all music box types. The present example is a table model which uses regular 19¼" Sirion discs. Each disc has two tunes programmed on it. The disc plays the first tune and then the center spindle shifts slightly and the second tune is played. Thus a program of two tunes with a total playing time of twice that of a regular box is featured.



The instrument measures 23" deep by 24" wide by 32" high (with the lid open).

The mechanisms, linkages, and the music combs are all in nice condition. The instrument plays nicely and has a fine tone. The shifting mechanism is in good order. The cabinet, however, is a different matter: it will need refinishing, replacement of several wood strips which have fallen off (we have the original strips), and some regluing. We can do a mint-condition job for you, including regilding of the bedplate, for an extimated $250 to $500 – or less, if you don't want the bedplate done. Or, you can do it easily yourself.

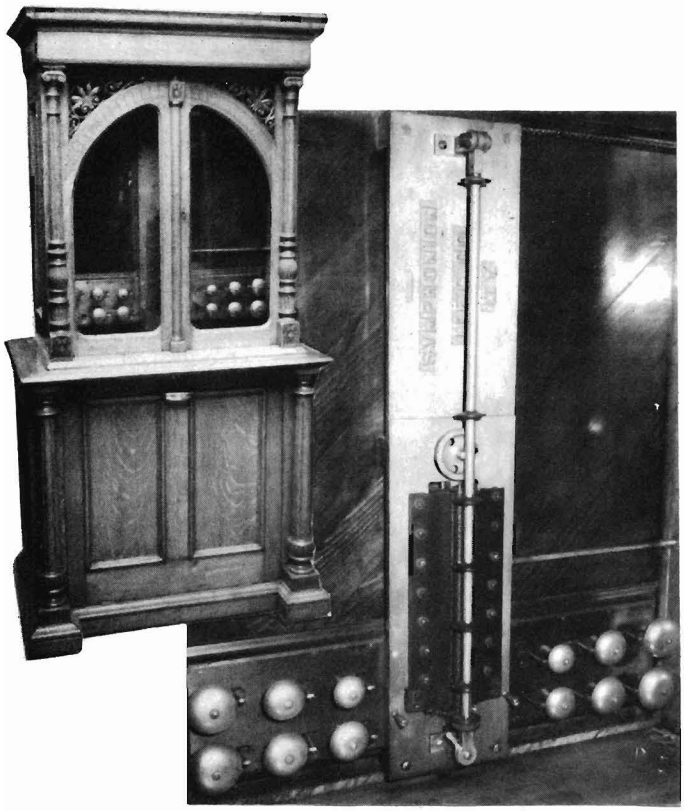
At our price we believe this rare, unusual, and highly desirable box is an excellent value: $1495.00 (Stock No. SIR-5260)

WORLDWIDE SHIPPING

We're just a few miles away from the Port of Los Angeles, one of the world's busiest shipping centers. We are constantly shipping instruments to Australia, Belgium, England, Denmark, and all sorts of overseas places. Let us take care of all packing and crating arrangements for you. Your only cost is our actual cost – we charge no commissions or fees.

Overland shipments to points in the United States, Canada, or Mexico can be conveniently arranged by moving van. In this way the piano, nickelodeon, or whatever will arrive safely and will be placed right where you want it – in your den, game room, living room, or other location. Smaller items such as music boxes can be crated by our shipping department and sent by motor freight or air freight.

Don't let shipping bother you! We'll take care of all the details for you and will bill you just our actual cost, as noted above. We've shipped everything from musical watches to gigantic orchestrions – and can take care of things expertly for you.



27 5/8" SYMPHONION WITH BELLS
—Symphonion Mfg. Co., New York—

This is the largest American Symphonion we've ever seen. Using 27 5/8" diameter discs it plays a large duplex music comb and a set of twelve tuned bells.

Case measurements are: 6'6" high, 3'3" wide, 1'11" deep. The case is of light golden oak and is in excellent preservation. The discs, as are other discs of the American branch of the Symphonion Co., are marked "Imperial Symphonion.

The instrument is in excellent condition throughout. It looks very attractive and plays very well. This tall and impressive instrument will be a credit to any collection. With fifteen discs it is offered at $2495.00 (Stock No. SYM-0561)

Note: During the late 1890's the Symphonion Co. maintained a factory at Asbury Park, New Jersey. Made there under the "Imperial Symphonion" name were a wide variety of table type and upright disc boxes – the largest example of which we know of being the example offered above.



SPECTACULAR SYMPHONION ORCHESTRION
—27½" disc size—

This must be the king of Symphonion music boxes. At least we've never seen a larger or more impressive one! Known as the "Symphonion Orchestrion" the instrument uses large 27½" steel discs. The music is provided by large music combs and by twelve brass saucer bells.

Measurements are: 7'3" high, 3'8" wide, and 1'11" deep. The case is of oak and is ornamented by latticework and handsome carvings.

To do: The instrument needs repair to four teeth in the music comb. The linkages and mechanisms need regulating. The case, while not strictly in need of it, would benefit by refinishing. All of this we can do for you in our workshops here, if desired. The result will be a spectacular showpiece!

The advanced collector of disc music boxes will find this to be a wonderful opportunity. Refinished and regulated this box would bring close to $4000.00. We've cut some $1500 from that figure – more than enough to refinish it and bring it back to "as new" condition and have hundreds of dollars left over! With a nice supply of discs this impressive, spectacular, and rare Symphonion Orchestrion can be yours for just $2495.00 (Stock No. SYM-4120)

WE'RE A MINUTE OR TWO AWAY FROM YOU!

Have a question about an instrument in this catalogue? Want to reserve a music box, piano, or orchestrion? Telephone me! Call COLLECT to reserve any item for $100 or more. I'm available during office hours at (213) 941-8774 and, after hours until 10pm Pacific time, at the same number via a special switchover line from the office. Have musical instruments on your mind? Call me now!
——Terry Hathaway

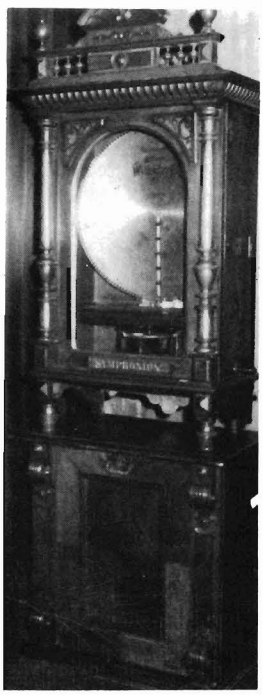
SUPERB 25¼" SYMPHONION DISC BOX
—With matching cabinet—

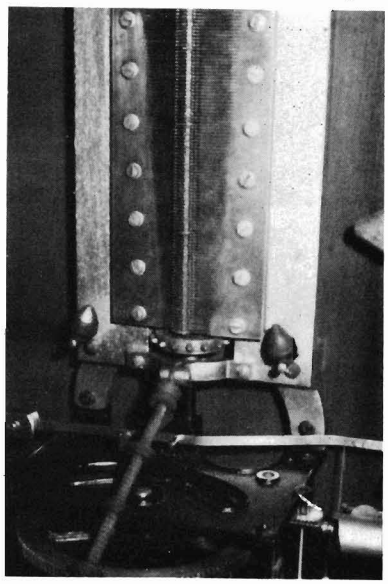
Even if this Symphonion didn't play a single note of music it still would be one of the most impressive pieces of ornate Victoriana imaginable! From the very bottom of the instrument to the top of the decorative gallery the Symphonion measures close to eight feet! This gives it a very imposing and impressive appearance!

The top part of the Symphonion contains the musical mechanism; the bottom, a cabinet with a bin for the storage of your music disc library. A brass handle at the top of the disc bin permits the storage compartment to be tilted forward for easy access. There is sufficient room for a group of 75 to 100 discs. We'll start your library by furnishing a half dozen discs free with the instrument. Others are available.

The case is of beautiful walnut. It has been professionally refinished, so there's nothing else you'll have to do to it. Drop a coin in the slot and the concert will begin!

The tonal quality of this Symphonion is excellent. This is the largest





Above: the large duplex musical comb of the huge Symphonion music box.

regular (without bells) Symphonion music box size. As such it will be an excellent representative Symphonion box in your collection.

We believe you'll be absolutely delighted with this refinished and tonally excellent box at our special sale price of just $2295.00 (Stock No. SYM-2326)

Historical notes: The "big three" in the music box field were Polyphon, Symphonion, and Regina. Each made boxes in many different disc sizes and case formats. A representative disc music box collection should include examples of each maker. This catalogue gives you the opportunity to acquire some of the rare and highly desirable "top of the line" large boxes by each of these three makers.



21¼" SYMPHONION BOX WITH BELLS
—In ornate case—

This is a nice example of a scarce box: a 21¼" Symphonion with ten bells. Actually, if the case looks familiar to you it's because similar cabinets were standard with the 19 1/8" Symphonion boxes. The 21¼" format is essentially that of a 19 1/8" disc arrangement plus an extra approximately 1-inch-wide strip around the outside for the bell arrangement.

The Symphonion is coin operated and is attractive in all respects. The ornateness has been added to in recent years by papering the inside with red velvet-flocked Victorianish wallpaper. This can, of course, be removed – but, actually, it doesn't look bad, so we'll leave the option of its removal up to you!

Case measurements are: 42" high, 29" wide, 17½" deep.

A pleasing example of a quite rare box. Add it to your own collection for just $1295.00 (Stock No. SYM-1131)



VERY BEAUTIFUL UPRIGHT SYMPHONION
—Style 106; 17 5/8" discs—

Made for home use, this Symphonion is in an attractively carved mahogany case. The music mechanism is in the top of the case. When the instrument is not being played, two hinged decorative panels conceal the music disc – and give the music box the appearance of a fine sideboard or cabinet.

The Symphonion uses 17 5/8" Imperial Symphonion discs, a nice library of which goes with it. The music combs are arranged in the sublime harmonie style. Cabinet measurements are: 5'7" high by 30" wide by 20" deep.

Tonally the Symphonion is outstanding. It has a rich, yet mellow, sound that is very appealing. It would be just right today for your living room or dining room – the use for which it was intended when it was made in the 1890's. $1995.00 (Stock No. SYM-0511)

Note: This instrument, designated as Style 106, was made in the New Jersey factory of the Symphonion Co. during the end of the 1890's. It is interesting to note that the "big two" disc music box makers each had manufacturing facilities in America. Polyphon was instrumental in organizing and developing the Regina Music Box Co. (of Rahway, N.J.) and Symphonion set up in the same state the Symphonion Manufacturing Company.

BEAUTIFUL SYMPHONION GRANDFATHER'S CLOCK
—With music box movement—

The Style 30 Symphonion grandfather's clock is one of the nicest





and most ornate musical hall clocks ever made. Richly ornamented with carvings and applique it is truly elegant!

The cabinet of this specimen is of richly patterned light walnut wood. It measures 7'5" high. The musical movement is the standard 13 5/8" Symphonion type. It has a duplex "sublime harmonie" comb arrangement. A nice supply of discs comes with the instrument.

If you've always wanted a beautiful hall clock, then consider this one! It is very choice and is only in need of some minor woodwork to make it perfect.

An excellent value at our special sale price of just $1995.00 (Stock No. SYM-4056)

BEAUTIFUL WALNUT SYMPHONION CLOCK
—Style 25—

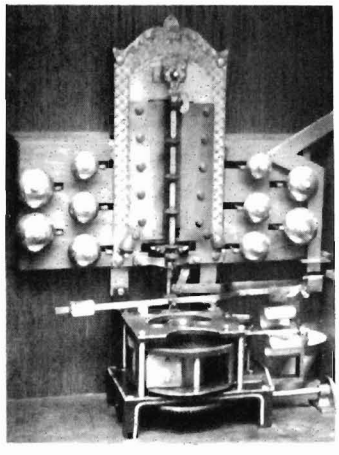
During the 1890's and early 1900's Symphonion and Polyphon made several different varieties of ornate grandfathers' clocks. Most of these were made by incorporating musical movements into especially adapted Lenzkirch (brand name) hall clocks. Of the various styles made, the Symphonion Style 25 is one of the most attractive.

Standing 7'5" high and beasuring 23" wide by 14" deep the Style 25 uses standard 11 7/8" Symphonion discs, a nice supply of which come with it. We are well stocked with extra discs, so if you want a really large supply, we can take care of that, too!



The Style 25 is in richly grained walnut wood. The appearance is choice throughout. This clock, acquired from a country mansion, hasn't been regulated or reconditioned in recent years so attention in this regard would certainly improve it – but in its present choice state it is still one of the finest Symphonion clocks, and certainly one of the most ornate, to appear on the market in recent years. $1995.00 (Stock No. SYM-5230)





VERY LARGE SYMPHONION BELL BOX

–Upright with matching base–

This large and impressive Symphonion music box is equipped with a solo section of ten bells which play from a special music comb section – in addition to the main music comb. Using 21¼" Symphonion discs, this magnificent instrument is of the the most desirable of all Symphonion styles.

Including the large matching base cabinet, specifications are: 7'4" high by 2'10" wide by 1'6" deep. The bottom base provides a convenient bin for the storage of your disc library. To start your disc collection a nice supply comes with the box.

Symphonions of all kinds are extremely popular. This one is a real beauty and, at our price, is an excellent buy. It can be yours for just, net $1995.00 (Stock No. SYM-5321)

THE GOLDEN RULE

"It is highly unusual in this day and age for a business, especially a highly competitive one such as yours, to be conducted in such a manner. If you treat others as you have treated me, I can understand the reason for your success. Thank you again!" – an unsolicited comment from B.F. of Long Island City, New York

IMPERATOR MUSIC BOX WITH BELLS

–Style 49 in beautiful cabinet–

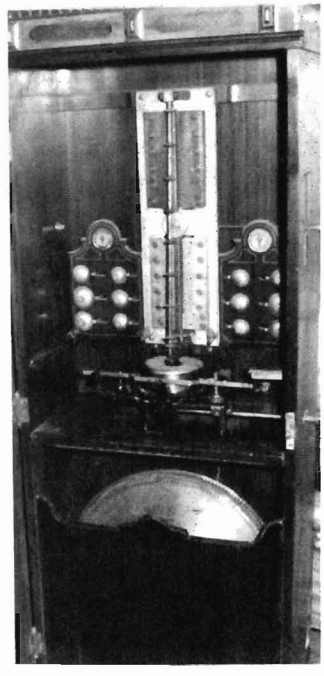
This lovely Imperator music box was made about 1905. It plays four large musical combs (an unusual situation!) and twelve melodious bells via 21" diameter music discs.

Case measurements are 5'10" high, 2'4" wide, and 1'4" deep. The cabinet is of walnut fronted by a clear glass planel on which is etched a medallion award emblem.

The Imperator plays well and has a cheerful and warm tone. The bells are crisp. yet subdued in tone, and complement the music comb nicely. The tune arrangements are well laid out and are sprightly.

Condition: The interior is nearly "mint." No attention at all is needed to the mechanism, the music combs, the bells, or the interior wood – with one exception: a new coin mechanism will have to be





made. The outside of the case, while intact save for a small top molding strip, should be refinished. Get our estimate to restore the case of this box to like-new condition.

This is a very beautiful and melodious music box that any advanced collector will be really proud to display. It has a dozen discs and can be yours for only $1995.00 (Stock No. IMP-5219)



This immense Kalliope disc box uses 28 5/8" discs and stands 8'10" high. What an impressive fixture it would make in your home!

GIGANTIC KALLIOPE DISC MUSIC BOX

—For your castle or mansion!—

Among disc music box connoisseurs Kalliope boxes are favorites. The one offered here is the most spectacular Kalliope box we've ever seen or handled: it is nearly nine feet high and uses 28 5/8" discs! It is probably the largest style of Kalliope box surviving anywhere today!

It has a really beautiful appearance. The cabinet is ornate from top to bottom. It is surmounted by a particularly ornate gallery that provides a touch of Victorian elegance.

The music is played on a large four-part comb. It is coin operated by means of a slot in the right side of the case. The Kalliope plays well and is ready to enjoy the moment it arrives at your home!

Dimensions are: 8'10" high, 3' wide, and 1'8" deep. It disassembles into two parts for easy moving.

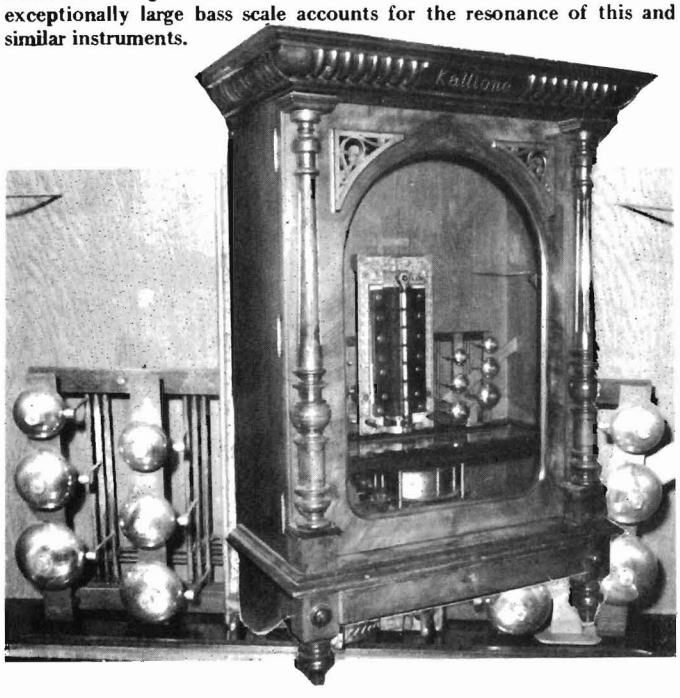
Here is a superb box from both tonal and visual standpoints. With a library of music discs it can be yours for just $3495.00 (Stock No. KAL-5251)

BEAUTIFUL KALLIOPE BELL BOX

—Large 25¼" disc size—

We offer a particularly nice Kalliope bell box for the advanced collector or museum. The instrument measures 3'10" high, 2'9" wide, and 1'6" deep. It uses large diameter 25¼" discs, a supply of which goes with it.

The music is played on four steel combs in the duplex arrangement. As is the case with other very large Kalliope boxes the music combs are divided into large extended-scale bass combs and two treble combs. The exceptionally large bass scale accounts for the resonance of this and similar instruments.



Adding cheerful accompaniment to the music are twelve tuned metal bells. As can be seen from our illustration, these are attractively displayed to either side of the music combs and are operated via special linkages to the two bell combs.

This Kalliope is in choice condition throughout and is ready to entertain you. Considering the exceptionally large size of this Kalliope and its choice condition we rate it as an exceptional buy at $1995.00 (Stock No. KAL-5256)

PUT MUSIC IN YOUR HOME!

"Everyone enjoys the orchestrion and it seems that we've become the most popular place in town!" writes the new owner of a Wurlitzer obtained from H&B.

You'll enjoy having music in your home, too. A fine Wurlitzer coin piano, an Ampico in a painted art-style case, a huge Welte orchestrion, a cheerful table top size 15½" Regina music box — you'll find these and many other choices in this Catalogue No. 17. Pick out that Special Instrument of your choice — and then telephone Terry Hathaway COLLECT to reserve it! Don't be bashful — and don't delay. Call today — and soon you'll be enjoying music of the Good Old Days!

NICKELODEONS AND ORCHESTRIONS

In this issue we feature a wide selection of these popular instruments. A Western Electric with the "Selectra" feature, a Western Electric full orchestrion, a National with the 8-roll changer, a magnificent Hupfeld Helios orchestrion, and others are listed for your selection.

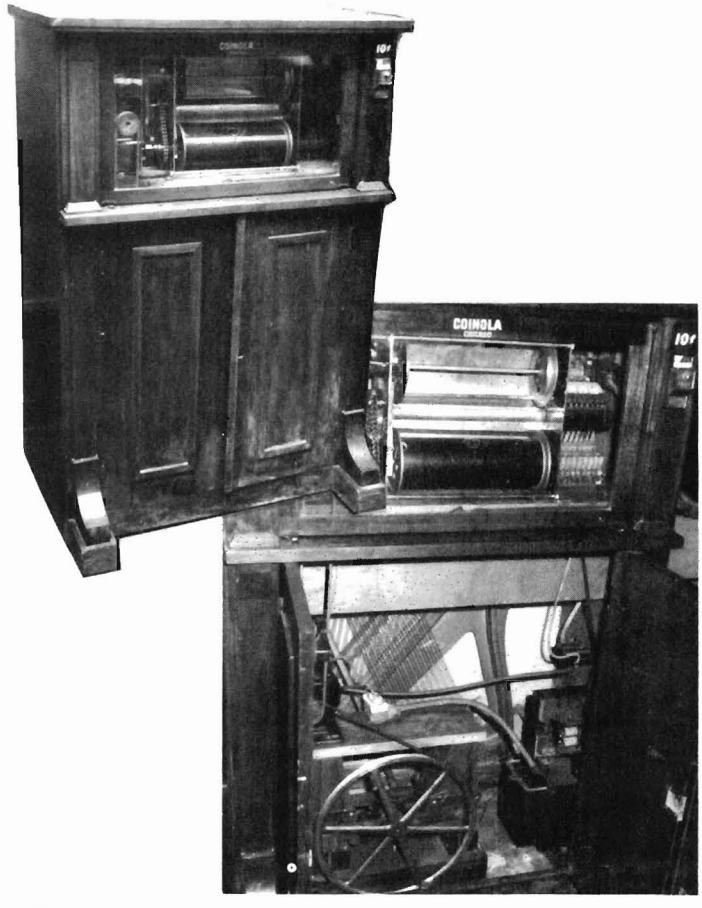
Concerning restoration, we cah advise you as to where to obtain needed supplies, or we can recommend one of many rebuilders around the country, or we can give you an estimate for doing the work in our shop.

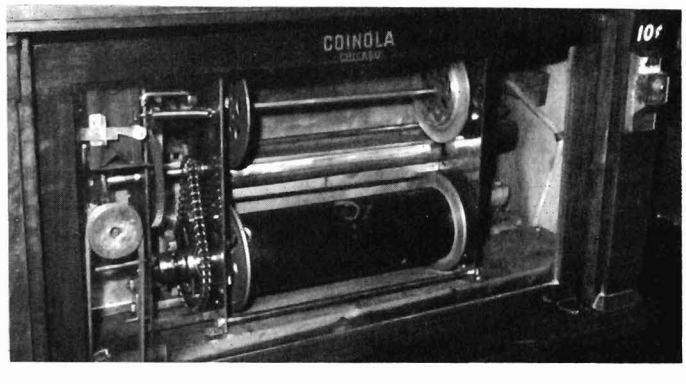
Pick out a fine nickelodeon or orchestrion today. They are a lot of fun!

COINOLA "CUPID" NICKELODEON

—Cabinet style "A" roll piano—

For the rebuilder this attractive Coinola "Cupid" model A-roll nickelodeon piano is a good bet. Instrumentation consists of a piano with mandolin attachment. The instrument uses regular 10-tune type "A" rolls, three of which go with the instrument (and others of which may be obtained at low cost from Mr. Ed Freyer of Box 373, Flemington, N.J.).





The instrument is in unrestored condition and will require pneumatic rebuilding. In addition the case (of attractive brown walnut) will require refinishing and some reveneering, particularly around the bottom and on the top lid.

Measurements of this petite little nickelodeon piano are: 4'7" high by 3'1" wide by 2'3" deep. The instrument, when rebuilt, will be "large" enough to fill a good sized room with toe-tapping nickelodeon music, yet it will be small enough to fit even in a cramped space.

For the beginning rebuilder who is careful and patient (it would be a shame to waste a fine Coinola on an owner who wasn't!) this nickelodeon is an excellent value for just $1495.00 (Stock No. COI-8899)

BEAUTIFUL CHICAGO ELECTRIC NICKELODEON
—With repeating xylophone—

For our money, and hopefully for yours also, here's one of the finest xylophone pianos we've ever had the pleasure of offering for sale.

Bearing the trademark "Chicago Electric," the instrument is essentially a Coinola in concept. Portions of the mechanisms were probably made by the owners of the Coinola imprimatur, the Operators Piano Company.

In tabular form here are some of the plus features of this attractive instrument:

1) The piano is in an exceptionally ornate case for a cabinet nickelodeon. The wood graining is quartered oak with a rich pattern. Columns on the front and applied designs in relief on the doors add to its beauty.

2) In addition to the regular instrumentation of piano and mandolin, the Chicago Electric has a large and melodious Deagan xylophone with repeating action. The xylophone is mounted horizontally at the top of the piano just under the lid. As is the case with most Coinola instruments, the xylophone is of 24-note (two octave) range.







3) The instrument uses the popular and easily obtainable 10-tune "A" rolls, three of which we'll give you with the piano.

4) The piano plays now, but is offered as being in choice restorable condition — as some work is needed for optimum beauty and performance. Refinishing (and very minor woodworking) will make the case look like new. The interior rebuilding will be straightforward and will be a pleasure. As noted, rebuilding isn't really necessary — unless you are a perfectionist.

5) The nickelodeon is compact and will fit just about anywhere. The dimensions are: 4'7" high by 3'3½" wide by 2'2½" deep.

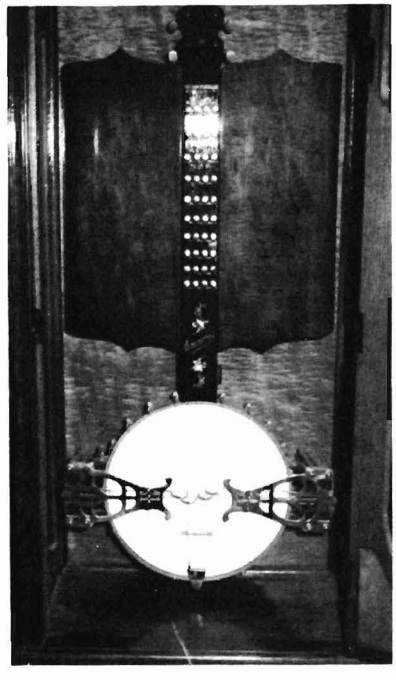
6) When rebuilt it will sound GREAT!

7) The price is just $1995.00 (Stock No. CHI-2304)

VERY CONSERVATIVE DESCRIPTION

"It is one of the nicest orchestrions I have ever seen. Your description of it was very conservative." — an unsolicited comment from D.M. of St. Louis, Missouri.

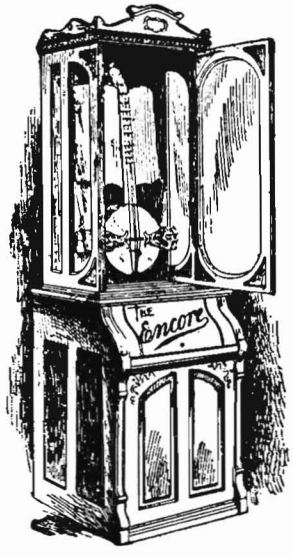
BEAUTIFUL ENCORE AUTOMATIC BANJO
—Exceptionally Choice—





The Encore Automatic Banjo, made in two locations (New York City and Cambridgeport, Mass.) from about 1896 until 1904, is one of the most desired of all automatic musical instruments today. The realistic and catchy banjo sound combined with the attractive appearance of the case have put this instrument on the "most wanted" list of collectors and museums everywhere.

Over the years we've had a number of Encore Banjos, but none has been finer than this one! As if this were not enough, we mention that the instrument comes with over twenty five rolls! (The Encore Banjo we have on display at the office has just one roll with it – and most collectors would consider themselves fortunate to have even as many as a dozen. Of the approximately ten Encore Banjos that have passed through our hands during the past decade none has even come close to having the roll library that this one does!)



Condition: The case has been refinished to a beautiful high-gloss finish. We might mention that this instrument is of the ornate case style with curved tops (instead of straight) to the inset panels in the bottom of the case. The fretboard wings and the back of the case re of birdseye maple. The banjo itself is inlaid with mother of pearl. The pneumatic portions, including the pumps, have been rebuilt. Needed for optimum tracking of the paper rolls is a wooden roller which needs to be remade to accurate dimensions (This is a minor point so far as added expense is concerned, and most cataloguers wouldn't bother mentioning it.).

Measurements of the Encore are: 6'10" high by 2'2" wide by 2'1" deep.

The history of the Encore Banjo is a romantic and, in parts, sad one. We have in our possession the original factory ledgers, correspondence files, and other data concerning the firms (there were actually two separate companies) that made them. As soon as some of our other research projects are finished, we'll tackle the Encore information so we can share the story with everyone.

As an unrestored Encore Banjo recently sold for a reported $8,000.00 plus a 10% commission to the seller (a total of $8,800.00) we feel that this really beautiful one we offer is an excellent value for the admittedly not-inexpensive price of $8995.00 (Stock No. ENC-4451)

A GOOD INVESTMENT

It's no secret that music boxes have been excellent investments over the years. A music box is not only a wise monetary expenditure, it is a showpiece that all who see it will enjoy! For graphic proof of how excellent investments music boxes have been, just read one of our years-ago catalogues – and you'll see what we mean!

This present catalogue offers you first chance at choice music boxes, nickelodeons, organs, and other fine automatic musical instrument. Remember, the future begins right now! Today's opportunities may be just fond memories a year or two hence. Check this catalogue carefully – and then telephone me to reserve That Special Instrument. ---Terry Hathaway

POSSIBLY UNIQUE RESOTONE GRAND

–From the A.C. Raney Collection–

The Resotone Grand is one of the most spectacular pneumatic instruments we've had the pleasure of cataloguing. It combines great rarity (it is possibly the only extant specimen) with a unique sound and appearance.

The Resotone Grand was made circa 1900 - 1910 by the Resotone Grand Co. of New York City. Intended for indoor use, the instrument features forty-six tuned metal bars, each of which has a rectangular tubular resonator. Striking each bar is a large felt-covered soft piano-like hammer. Perhaps more familiarly it could be described as an



automatic vibraharp or chrysoglott. The music has a lingering, sweet, "puddly" tone – for want of a better description. As the instrument has not been restored yet, we cannot report how it sounds when in full operation, but, by operating the strikers by hand, we can say that the instrument will provide truly beautiful music.

The Resotone Grand is a large instrument. The attractive mahogany cabinet with its beveled glass front measures 5'8" high by 5'6" wide by 2'2" deep. The case is in immaculate condition and will require no attention. The interior is in really choice unrestored condition and will be a pleasure to rebuild. We would like to have the opportunity to rebuild it here for the next owner – as we're really curious as to its sound and want to enjoy it for a while before shipping it to its next home!

The music is programmed on a 9¾" wide endless roll. Each roll contains five tunes. There are two dozen rolls (totaling 120 tunes) with a really wonderful selection of old-time favorite tunes and other numbers. You'll never want for more music.

The Resotone Grand was a showpiece in the collection of the late A.C. Raney of Whittier, California. This identical instrument is pictured on page 243 of "Put Another Nickel In." To our knowledge it is the only known specimen.

There are several varieties of self-playing instruments that are in extraordinary demand by collectors. Their interesting and different appearance makes the Mills Violano-Virtuoso, the Wurlitzer Harp, and the Encore Banjo favorites of museums everywhere. However, unlike the Resotone Grand, these other instruments, though by no means common, are represented in our stock to the extent of several specimens each year.

The Resotone Grand is different. The collector desiring to own the beautiful and interesting Resotone Grand will have one chance to acquire it. This one. This Resotone Grand last came on the open market in the 1940's – a generation ago. A word to the wise is sufficient.

$6995.00 (Stock No. RES-1143)

JUST LIKE NEW!

"We received our Seeburg on April 13th. It is just like you said – 'Wonderful.' It is in perfect condition, just like it came from the factory." – an unsolicited comment from D.Q. of Kennewick, Washington.

CLASSIC WELTE ORCHESTRION
—A spectacular instrument!—

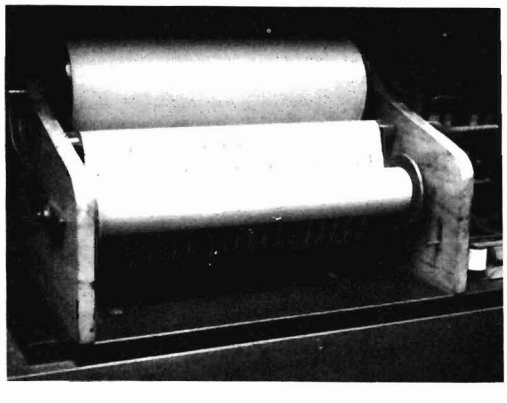


Of all orchestrions those made by Welte certainly are among the most romantic. Around the turn of the 20th century no self-respecting mansion or palace would be without one! For general information on Welte's golden age refer to our feature article on the subject which appeared in our Catalogue No.16.

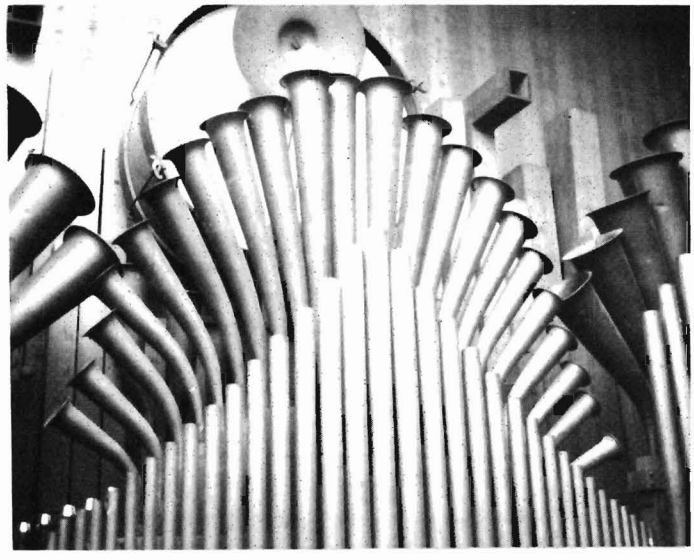
When built (probably circa 1885 - 1895) the Welte we offer was in a large and ornate case. What happened to the case is lost to history — for during recent decades it has reposed sans case in a large country manor. Installing a Welte without its exterior case was a rather common practice at one time. In such an instance the instrument would be hidden from view behind louvered shutters or a decorative grillwork built into a wall. If you've read the first chapter of our "Put Another Nickel In" book you may remember that the expensive ($10,000.00+) Welte installed in the Snyder manse in Sewickley, Penna., was without a case.

The dimensions of the Welte chassis are awe-inspiring: 11'6" high by 7'6" wide by 3' deep. As our illustrations indicate, the pipes are arranged in the beautiful symmetrical or "sunburst" pattern. The brightly gleaming (once they are polished; they are dark now) brass horns and trumpets and the bright white violin and salicional pipes will be quite an attraction!

The orchestrion, although it has been repaired from time to time over the years, has never been rebuilt. It plays, albeit feebly, today — enough to get the "feel" that the sound will be truly magnificent, but not enough to deter the next owner from restoring it thoroughly. With the instrument are quite a few music rolls. A number of Welte orchestrion owners have been in contact with each other and with us about recutting new Welte rolls — so it appears that an abundance of music will be available for this instrument a year or two from now.



Unlike most other types of orchestrions, this Welte instrument doesn't have to have a surrounding case to play with correct sound and expression. The tonal variations are achieved by turning on and off ranks of pipes (many ranks on for "full organ;" one or two ranks for quiet passages) — much in the manner of a classic unenclosed pipe organ. If the buyer of this Welte is a public museum (and what a spectacular attraction it would be in such a place!) then we recommend installing it as it is now — without a case. A protective railing should be put around it to prevent curiosity seekers from getting too close, however.



Or if the next owner has plenty of room (if you live in a palace, this will be just the thing!) a case can be built for it. Such an external cabinet would necessarily be larger than the chassis itself and would require a ceiling height of nearly twelve feet.

Here is a truly wonderful orchestrion! $9,975.00 (Stock No. WEL-8888)

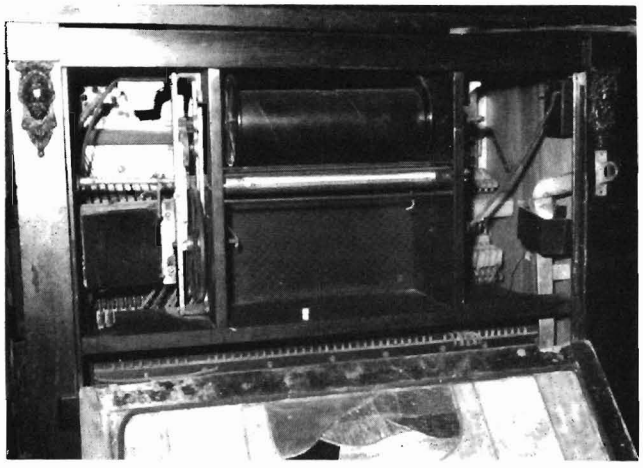
SEEBURG STYLE L NICKELODEON
—Inexpensive; potentially attractive!—

This Seeburg Style L nickelodeon piano is an excellent buy for the rebuilder — advanced or beginning.

Made circa 1920 the instrument is in an exceptionally ornate case for a Seeburg L. The cabinet is of mahogany wood with extra trim at the corners and at the center above the bottom doors. The art glass is in the form of one large panel and is similar to that used on the contemporary (circa 1917 - 1919) Seeburg P-G-A piano.

Measurements are 4'6" high by 3'2" wide by 2' deep. The instrument will need complete refinishing, including some veneer work. The art glass has to be repaired in two places. Missing are one music roll spool, the pump crankshaft, the soft pedal control knob, and possibly a few other minor parts. The essential parts are there and are in good rebuildable condition.





The Style L uses standard 10-tune type "A" nickelodeon rolls, three of which go free with it. Others are available by the dozens at low cost from Ed Freyer of Box 373, Flemington, N.J.

If you've ever wanted to rebuild a nickelodeon you might consider this one. Rebuilding will be straightforward. All of the parts you need are available from the Player Piano Co. of 620 East Douglas Street, Wichita, Kansas.

Cheap at $995.00. Buy it! (Stock No. SEE-5011)

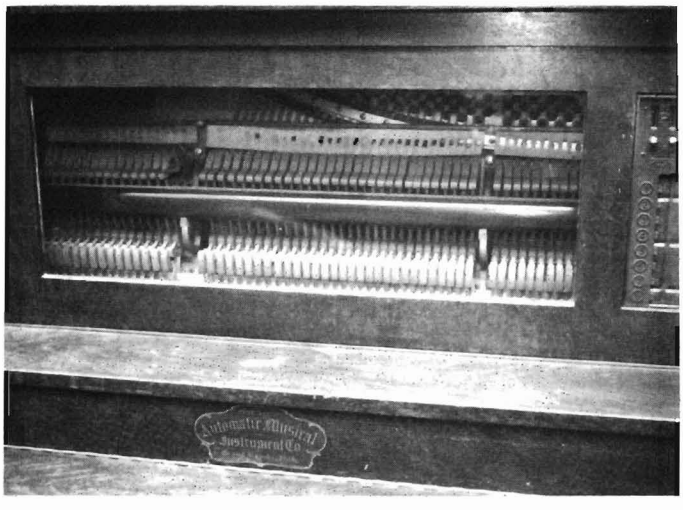
NATIONAL NICKELODEON WITH ROLL CHANGER

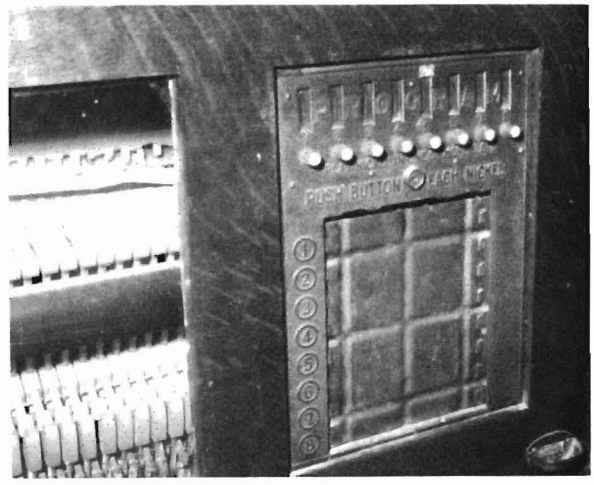
—A very choice example—

Made in Grand Rapids, Michigan by the National Automatic Music Company the National coin-operated piano is a favorite with collectors today.

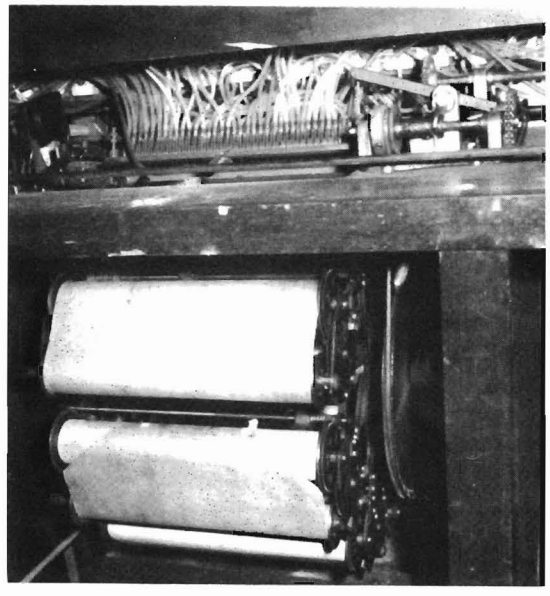
The music arrangements on the rolls are snappy, fast, and have that catchy toe-tapping sound that reminds one of the Roaring Twenties.







View of the control panel with its eight separate coin slots. Space is provided for a program card to be inserted.



View of the automatic roll changing apparatus in the National piano.

From a mechanical viewpoint the National is quite interesting also. Some of its unusual features are: (1) An automatic roll changer that holds eight different rolls and changes them quickly and plays the rolls in any order desired. (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'll get the tune you want to hear! (3) A tune indicator shows the number of the selection currently being played. This pneumatically operated assembly indicates a number from 1 to 8 when the instrument is playing – and then goes to a blank position when the music is finished.

At first glance one would think the National is a keyboard type piano for it is built along the general profile of such instruments. However, when you lift the "key cover" you find not 88 keys but a mass of tubing, gears, and other gadgetry which operates the roll changer.

The National piano offered here is offered as being in choice unrestored condition. It plays quite decently and, in fact, has just completed a season garnering nickels in a seaside resort (Santa Cruz, California).

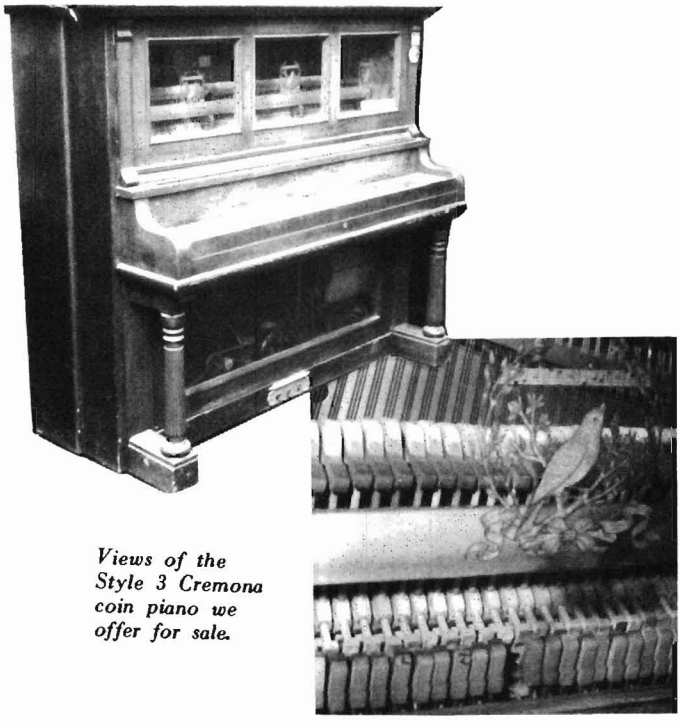
The cabinet if of light to medium oak and, while quite acceptable in its present state, would be improved by refinishing as such treatment would highlight the beautiful quartered oak graining.

With the instrument are enough rolls to completely fill the changer. Similar Nationals in similar choice condition have sold for $1500 to $1700, but as we purchased this one at the "right price" we offer it for just $1295.00 (Stock N. NAT-2300)

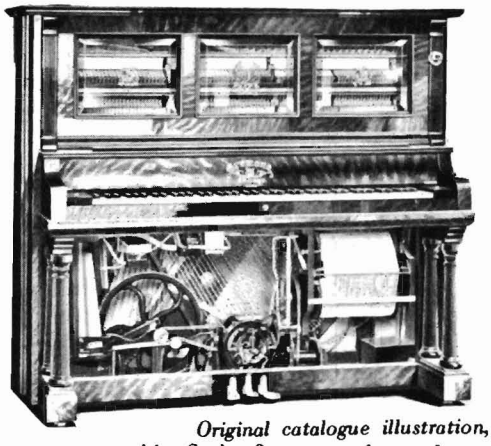
CREMONA NICKELODEON PIANO
–Style 3 with piano & mandolin–

The Style 3 Cremona nickelodeon piano was a mainstay of the Marquette Piano Company's line in pre-World War I days. Manufactured by the thousands (our estimate), Style 3 instruments were popular all over America. In addition to those sold under the Cremona name, some Style 3's were made by Marquette for the Regina Music Box Company of Rahway, N.J. and were sold by the latter firm as the "Reginapiano." One of these Style 3 / Reginapiano instruments, the only one known to us to exist today, appeared in one of our earlier catalogues and was sold to a Washington dealer. Perhaps you remember the listing.

Specifications are: 4'9" high by 5'6" wide by 2'5" deep.



Views of the Style 3 Cremona coin piano we offer for sale.



Original catalogue illustration, Style 3.

For many years this Style 3 was a featured attraction at Sutro's Museum and at the Cliff House in San Francisco. While on location there in the early 1960's it was photographed by Q. David Bowers. Later the illustration was used in "Put Another Nickel In" (lower left of page 219), his book about coin pianos and orchestrions.

The instrument, while in playing condition and used to earn money until just before we acquired it, should be rebuilt by its next owner in order to insure optimum performance. The case, while in decent condition, should be refinished to restore the original colorful quartered oak grain pattern.

The Cremona Style 3 has three beveled clear glass panels on the upper front. Each has a golden singing canary motif at its center. The present instrument is one of the few Style 3's which still survive with all three of these original glass panels intact.

Offered with three 10-tune A rolls this Cremona is a best buy, in our opinion, for just $1295.00 (Stock No. CRE-3201)

ESPECIALLY NICE CREMONA STYLE G
–Flute piano–

A snappy nickelodeon piano, a Cremona Style G similar to the one featured on our "We Brought Back the Good Old Days" hi-fi record (our Stock No. R-93, this record sells for $3.95 special net), this is one of the nicest A-roll instruments ever built.

Designated as a Style G – Flute, this piano was sold as "One of the most popular instruments of the Cremona line. Piano can



One of the most popular instruments of the Cremona line. Piano can be played manually or with roll; the roll is orchestrated and will select its own instrumentation, or the instrumentation may be selected manually. For cafes, buffets, dance halls and large candy stores this model is particularly fitted.

CASE—Specially designed colonial case of quarter cut oak. Will stand hard service. Regularly furnished in mission finish; mahogany if desired. Three beautiful art glass panels of geometric design in top frame. Fitted with two handsome brass trimmed art lamps. Both panel and lamps illuminated when piano is playing. Full Empire top.

CONSTRUCTION—Piano is full 7⅓ octaves. Decorated bronzed plate. New improved overstrung scale, International pitch. Imported music wire. Three strings in unison. Double copper wound bass. New type double repeating action with Billings patent brass flanges. Ivory keys. Imported felt hammers.

INSTRUMENTATION—Piano, Mandolin and Flute Pipes (or Violin Pipes if preferred). The Pipes and the Mandolin may be played either singly or together with piano accompaniment, as desired.

FEATURES—

Modulant—The latest improved automatic expression device; varies the tonal expression from very loud to very soft without impairing the perfect rendering of the music.

Tempulator—A new device by which the time of the music when played automatically can be varied to suit the nature of the piece, or to secure the fine time variation required for the modern dances.

Distant Control—When desired can be equipped for operation from a distance, either by push button or wall boxes.

Magazine Slot—For coin operation. Instrument is furnished with or without as desired. Slide to take nickel or other coin, as ordered. From one to twenty coins can be registered at a time. Our coin slide eliminates defective and odd size coins and steel slugs.

Multiple Tune Music Rolls—Plays standard music rolls of ten, fifteen or twenty pieces.

Coin Boxes—Iron Coin Boxes with substantial locks are used.

Motor—Special type quiet running piano motor—voltage and current as desired.

DIMENSIONS—Height 67½ inches; Width 64 inches; Depth 28½ inches.

WEIGHT—Boxed for shipment 1,190 pounds.

THE MARQUETTE PIANO CO. CHICAGO

be played manually, or with roll; the roll is orchestrated and will select its own instrumentation, or the instrumentation can be selected manually. For cafes, buffets, dance halls, and large candy stores this model is particularly fitted."

The Style G uses regular 10-tune A rolls and features a piano with mandolin and with a large rank of very melodious flute pipes. Dimensions of this large instrument are: 5'6" high by 5'3" wide by 2'6" deep.

The instrument has been entirely rebuilt except for the pressure reserve reservoir – a small expanding bellows located between the posts on the back of the piano sounding board. The





case has been refinished to a beautiful gloss. The art glass is very pretty and is illuminated from within as the instrument plays. The original brass carriage lamps have been polished and relacquered. The pump, like virtually all Cremona pumps, is a bit noisy.

This is one of the most beautiful and most impressive keyboard nickelodeons ever built. Most advanced collectors aspire to own a Cremona G. If that includes you, here's a chance that will never be bettered. This instrument is really beautiful – and you would have to take your pick of a dozen or more (if you could find that many – Ha!) to come up with another equally fine. Offered with three 10-tune A rolls for the low price of just $3995.00 (Stock No. CRE-4456)

BEAUTIFUL PAGANINI VIOLIN PIANO

The Paganini is one of the most musically versatile and expressive automatic instruments ever built. It can play piano and violin music with wonderful facility and technique. This is done by using a large (130-note) roll which permits extended solo sections for the piano and ranks of violin-toned pipes.

Instrumentation of the Paganini consists of a reproducing piano of superb tonal quality together with many ranks of violin pipes. A reed harmonium adds a richness and fullness to the music.

The reproducing piano part is constructed by dividing the pneumatic chest into two parts. By means of special controls the vacuum level can be continuously varied from a low for pianissimo passages to high for thundering crescendos. The actual playing of a human pianist can be reproduced with accuracy and, equally important, warmth.

The violin part of the Paganini contains many ranks of violin pipes, each rank being of a different tonal quality. One rank can speak softly - almost in a whisper - and another can play loudly with brilliance and vivacity. The various ranks, used singly or in combination with eachother, make possible the capability of playing perfectly any tonal shading or mood of the violin.



The Paganini is in an ornate oak case. Measurements are: 9'1" high (including decorative top gallery), 5'7" wide, and 3' deep. It disassembles into two parts for convenient moving.

Condition: The case will require normal refinishing or at least some touch up work. Based upon Paganini instruments we've rebuilt here in the past we can recommend a limed oak - the traditional "silver fox" finish, for example - to give the instrument a majestic and stunning appearance. The interior will need pneumatic rebuilding. As the Paganini is a sophisticated instrument with many mechanisms, this will take a fair amount of time as well as some expertise in the field. We would not recommend it as a first rebuilding project for anyone, but if you've rebuilt an Ampico or other reproducing piano and have the patience to make careful adjustments, you should have no problem. In any event, we've rebuilt them here and can help you with advice should you need it – or we can give you an estimate to do the work here.

With the Paganini is a supply of music rolls of classical and popular selections. The Paganini - and we say this from actual experience - will find its ideal use in a home. It can be enjoyed just like a fine reproducing piano can be. The expressive and warm music of the Paganini makes a nice background to any activity. It is truly a marvelous instrument! $4995.00 (Stock No. WUR-3998)

Historical notes: The Wurlitzer Co. considered the Paganini to be a wonderful instrument and gave it lavish praise in the Wurlitzer sales literature. The following is excerpted from that source:

"This instrument is the latest Wurlitzer triumph and the very highest type of refined musical instrument. The work of the Paganini will be best appreciated by musical persons who understand and appreciate good music. This instrument reproduces the actual playing of a piano and violin by artists of the highest rank, the violin leading and the piano playing the accompaniment.

"The Paganini will play everything in music from the popular hits to classical numbers with a correctness of technique and musical shading that will positively amaze the listener. Take a position in another room or turn your back on this new musical wonder and you will find it impossible to say that you are not listening to the best work of a finished pianist and violinist, thoroughly accustomed to playing together in concert."

Note: for more Paganini information see page 172 of *Put Another Nickel In.*

WISHES US LUCK

"Now that I have purchased several things from you and have been very happy with everything, I thought I'd 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!" – an unsolicited comment from L.W. of Miami, Florida.

WURLITZER CABARET ORCHESTRION

—Rebuilt and choice—

A year or two ago we purchased a most unusual find: a Wurlitzer orchestrion which was ostensibly in truly "mint" condition – it had never been used! The original parts were all tied down with the original factory cords and cloth ribbons to prevent movement during shipping. Other components were packed in the original excelsior. While the instrument needed restoration due to normal ageing of the components, the amount of work needed for the case and interior was minimal. The metal parts gleamed like new!

Well, no sooner had the ink dried on our price list than the instrument was sold. Sold, in fact, to the very first person who asked about it.

Now, over a year later, we have the orchestrion back in stock. In the interim the purchaser, a rebuilder of automatic instruments, has redone the pneumatic components. It is now ready for an era of entertainment in the home or business of its next owner.

The orchestrion was originally designed for cabaret or nightclub use. Basically, it consists of a piano console unit with a mandolin attachment and, behind the piano sounding board and encased in a special expression chamber, two ranks of pipes – violin and flute. On a small stand to the right, and connected by umbilical cords, are the drum and trap effects: bass drum, snare drum, and triangle. The original mounting of these in an external or "side man" fashion was done no doubt to attract attention on the part of the cabaret or nightclub patrons.

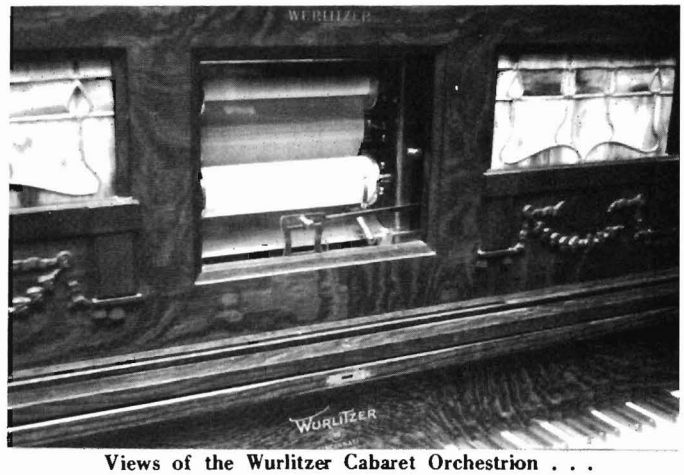
The case is of richly figured quartered oak. The roll, the standard Wurlitzer keyboard orchestrion roll (known as the "Wurlitzer Automatic Player Piano" roll), is visible through a sliding clear glass panel at the center front. To each side are two colorful, predominately greenish-hued, art glass panels which are illuminated from within as the orchestrion plays.

Measurements are as follows: Main piano unit: 4'10" high by 5'2½" wide by 2'9" deep. The separate measurements for the drum cabinet are: 2'10" high by 1'10" wide by 2'2" deep.

We'll start your roll library by furnishing a half dozen orchestrated rolls with the instrument. Additional rolls, recuts in a wide selection of tunes, are currently available at reasonable cost from the Player Piano Co. of 620 East Douglas Street, Wichita, Kansas.

A few more notes: The unit was originally equipped (or intended to be equipped, as they never were actually installed) with two post lamps at each end of the keyboard. The mounting posts for the lamps are there (as illustrated) and the shades, not mounted on the orchestrion

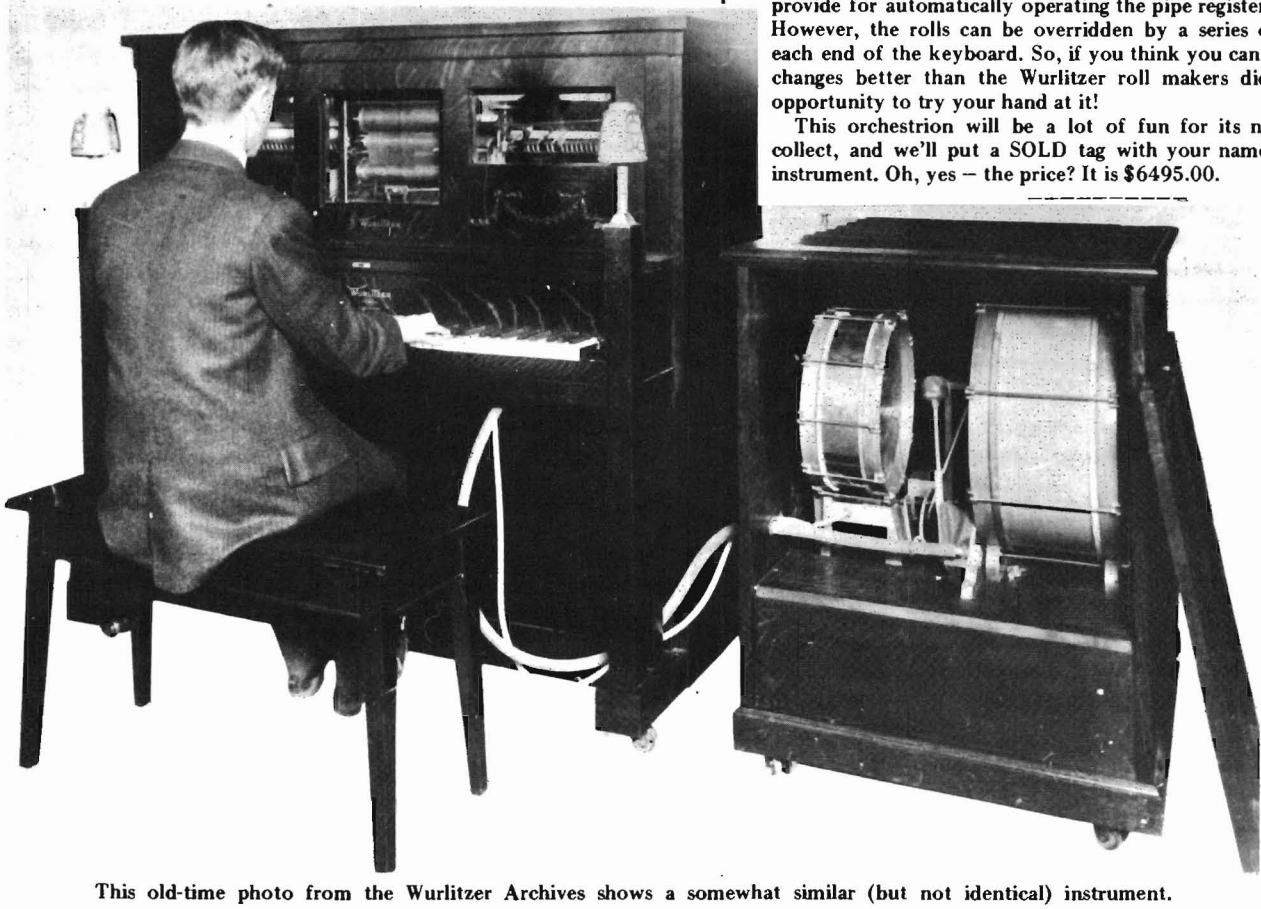




Views of the Wurlitzer Cabaret Orchestrion . . .

now, come with it also. To affix the shades to the posts you will have to make appropriate mounting brackets for each lamp. Also, another item worth mentioning is the fact that this orchestrion can be manually "played with" like a photoplayer – if desired. The rolls, of course, provide for automatically operating the pipe registers and other effects. However, the rolls can be overridden by a series of manual levers at each end of the keyboard. So, if you think you can arrange the register changes better than the Wurlitzer roll makers did, you have ample opportunity to try your hand at it!

This orchestrion will be a lot of fun for its next owner! Call us collect, and we'll put a SOLD tag with your name on it right on the instrument. Oh, yes – the price? It is $6495.00.



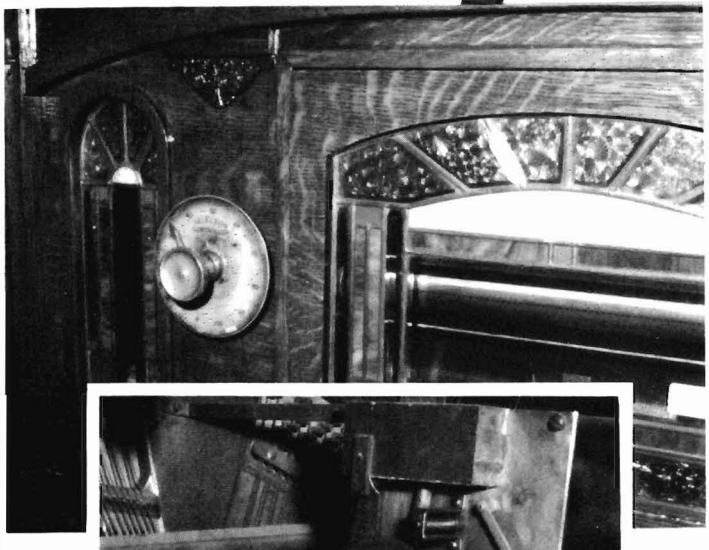
This old-time photo from the Wurlitzer Archives shows a somewhat similar (but not identical) instrument.

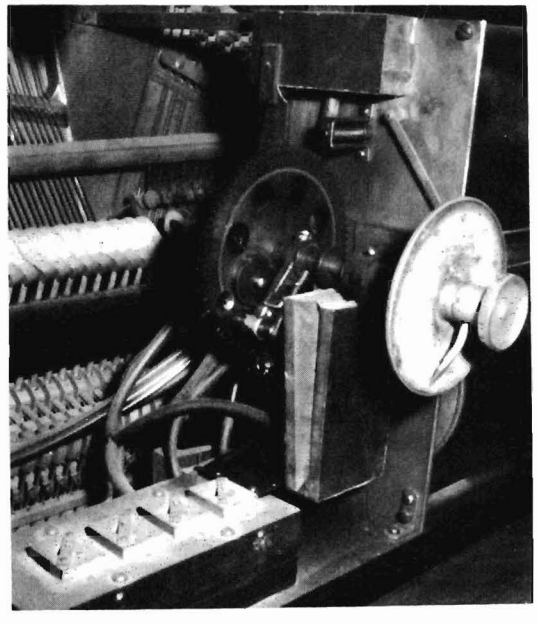
WESTERN ELECTRIC SELECTRA "B"
—With tune-selecting device!—

Manufactured by the Western Electric Piano Company, a subsidiary of the J.P. Seeburg Piano Company, in the 1920's, this Selectra Style B piano is of the cabinet type and features a piano with mandolin attachment.

Although this Selectra B would be an excellent instrument on its own — a beautiful nickelodeon piano with a colorful art glass front — its main claim to fame and collectors' curiosity is the ingenious tune-selecting device whereby any tune from one to ten can be played simply by pointing the indicator on the knob before depositing a nickel!







Views of the Selectra B — including the Selectra mechanism itself (bottom photo).



The Selectra B uses regular 10-tune type "A" rolls which must be modified (via a razor blade and about a half hour's time per roll!) by having three slots, each about an inch long, cut into the roll in the position of the highest treble note. These perforations, cut at the beginning of each of the ten tunes, guide the "brain" of the selecting device.

Western Electric pianos with tune selecting devices are extremely rare today. Evidently only a limited number were built — and many of those had the tune selector subsequently removed and discarded, apparently because the operation of such a device was taxing to the ability of the average tavern patron who used it.

The present instrument is built into a rather large cabinet which measures 5'2½" high by 3'11" wide by 2' deep. Note: our nomenclature, identifying this model as a Style B Selectra, is tentative and is based upon a 1925 advertisement of Western Electric which pictures two Selectra-equipped pianos. One in a smaller cabinet is identified as a "Model C" and one in a cabinet similar to the one we offer here, the large-size cabinet, is noted as being a "Model B." However, such instruments also came equipped with a xylophone (for extra cost), and it is not known whether or not the B and C models shown were with or without xylophone. Anyway, if a reader has further technical information concerning this point, let us know — and we'll correct our future listing of this Western Electric if it is unsold.

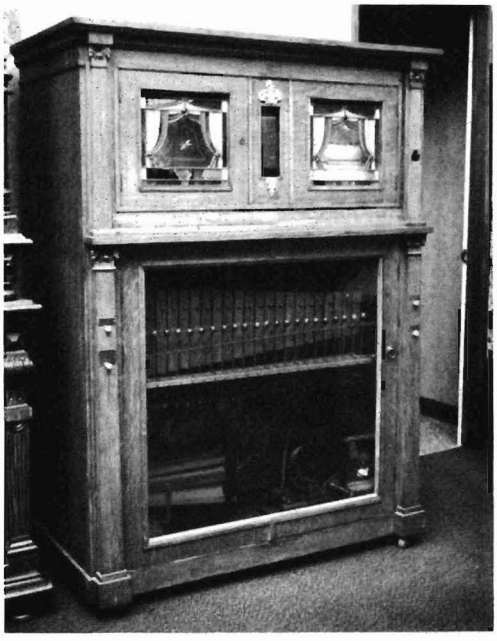
Condition: First of all, on the minus side of the ledger are these two minor items: The electric motor is gone and so is the coin slot mechanism. However, replacement of these should cost you less than $100. On the plus side: the instrument is in really choice unrestored condition and is about as nice as any unrestored piano from the 'twenties that has come our way! For the rebuilder it will be a real pleasure to work on such a clean and choice instrument. The outside of the cabinet has been refinished in a light golden oak coloration to conform with its original appearance when it left the factory some 45 years ago. The art glass is in beautiful condition, the tune selector Selectra device is all there, and all other components are choice.

Here is a real gem of a nickelodeon — an instrument that will reward its next owner with plenty of snappy music (when rebuilt) and with admiration from other collectors (most of whom will have never seen a Selectra device in operation). We offer this Western Electric with three 10-tune rolls (additional rolls are available in a wide variety of selections from: Ed Freyer, Box 373, Flemington, N.J.). Telephone Terry Hathaway to reserve this little beauty for just $2495.00 (Stock No. WES-4104)

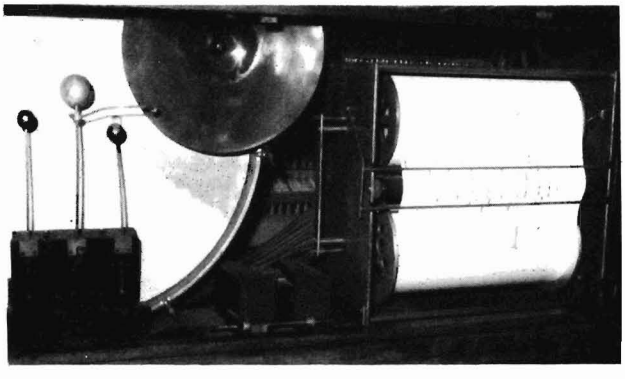
WESTERN ELECTRIC ORCHESTRION
"Full Orchestra"

Here is the ultimate Western Electric orchestrion – the model which, to our knowledge, had the most "goodies" in it!

Using a standard orchestrated G or 4X roll, the cabinet orchestrion contains a piano, mandolin, bass drum, tympani (kettle drum effect), cymbal, wood block, triangle, snare drum, xylophone (with repeating or re-iterating action), and tambourine! All of these parts are, of course, completely original.



Overall view of the beautiful Western Electric orchestrion with "everything" in it. A beautiful instrument, and one for which dozens of really great rolls can be easily ordered!



Detail view of the roll mechanism and two of the percussion units in the Western Electric orchestrion.

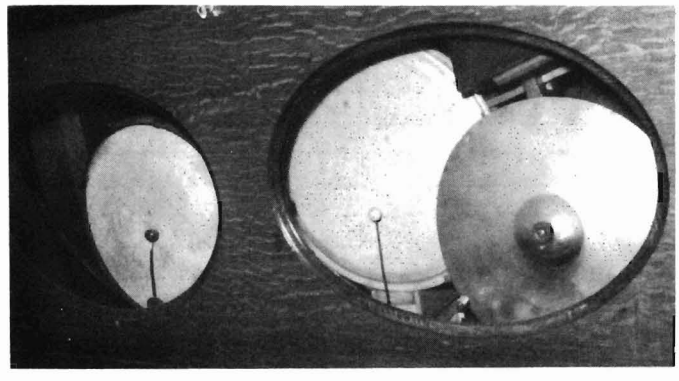
The entire is housed in a light golden oak cabinet measuring 5'5½" high by 4'1" wide by 2'1" deep.

Needed restoration: The original wooden bottom doors have been replaced by a large picture window of glass. The original door frames, for the most part, are there – and can be made up again like the original, if desired. The left upper panel of art glass has a piece of molded clear glass missing. The coin slot is missing. Enough pejorative descriptions! The rest is A-1. The instrument is clean, was playing until just a short time ago (according to the last owner) and is in rather choice condition throughout. Original cabinet orchestrions with so many instruments within are a vanishing species. If you want an attractive example of a fine orchestrion from the Roaring Twenties, consider this one. Western Electric pianos were built by Seeburg, were made durably, and are relatively easy to restore. Own this one at $5495.00 (Stock No. WES-8502)

WURLITZER NICKELODEON PIANO
–With added percussion–

Originally built as a Style I piano with mandolin attachment, this instrument had drums and percussion effects added by its last owner. With its coin slot the nickelodeon was a "fantastic moneymaker" (in the words of its former owner). We recommend the instrument for further use in a similar location. The clear glass upper panel and the clear glass oval panels below the keyboard permit views of the interior and contribute to the human interest level – and consequently to the number of coins dropped into the slot. Our price is such that this attractive instrument should pay for itself in a short period of time.





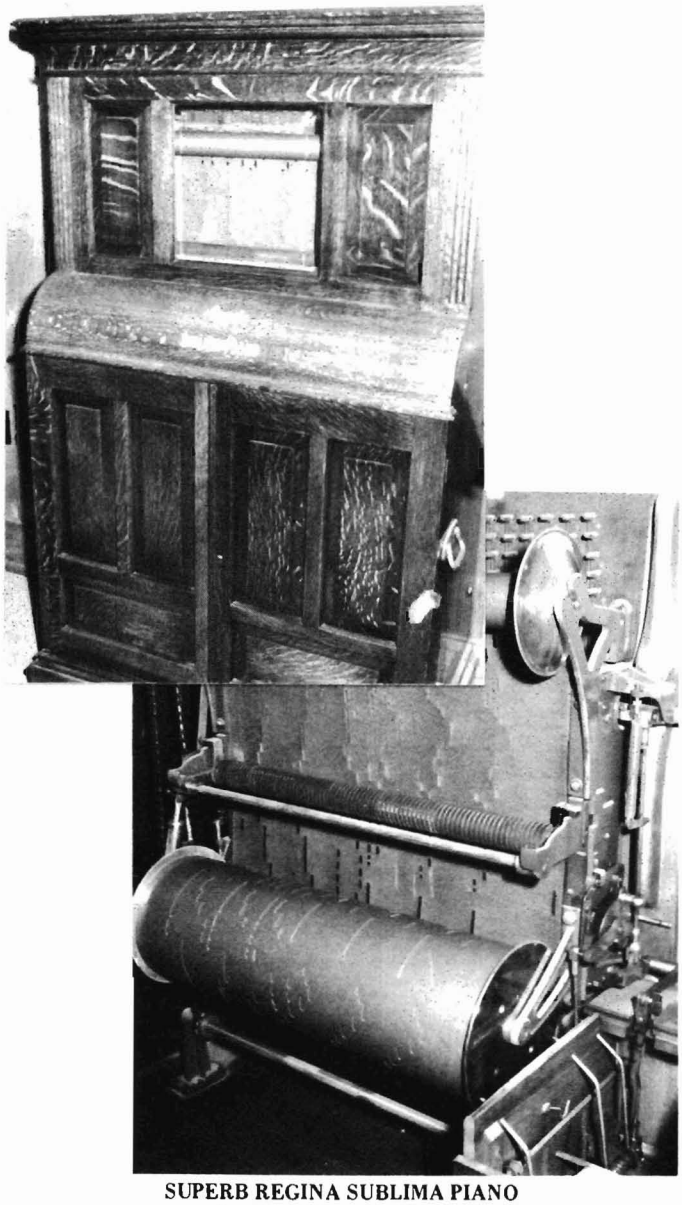
While the instrument is in playing condition (it was removed from its Santa Cruz, California arcade location when the former owner's lease agreement expired and was not renewed), some regulation is necessary for optimum performance. The mandolin rail, a strip of cloth with metal studs in it, is completely worn out from hard use and should be replaced. The cabinet is of light golden oak and will not require further attention.

The Style I uses regular 10-tune Wurlitzer Automatic Player Piano rolls. Three go with it. Additional rolls are available in a variety of selections from the Player Piano Company of 620 East Douglas Street, Wichita, Kansas. These rolls are orchestrated and play the drums and traps in addition to the piano and mandolin.

As a potential moneymaker this attractive Wurlitzer orchestrion piano is a good buy for just $1995.00 (Stock No. WUR-2303)

LOW COST LAY-AWAY AVAILABLE

Don't let lack of ready cash prevent you from reserving that special instrument of your choice! A 10% non-refundable deposit will hold any item 30 days. There are no interest or finance charges if the balance is paid within a month. For longer term payments reasonable rates can be scheduled to suit your requirements. If you see a special instrument, but don't have all of the money now, then our Lay Away Plan is just the thing for you. Many collectors, and dealers too, use the Lay Away Plan. I invite you to use it too! ——Terry Hathaway



SUPERB REGINA SUBLIMA PIANO
—from the Marvin Collection—

A nicer Regina Sublima piano can't be found! This one has been perfectly and beautifully refinished and displays the richly patterned quartered oak finish at its best. Inside the box is A-1 too — and it plays very well.

Cabinet measurements are: 3'4" wide by 5'7" high by 1'10" deep. The instrument is electrically driven (some were spring-wound). Bearing serial no. 3040297 it was sold on December 12, 1908 to Julius Wellner, music merchant of Philadelphia, Penna., a gentleman who was to become, a few years later, one of the most live-wire dealers for Seeburg pianos.

With this Regina Sublima are three multi-tune rolls. The ringing mandolin-like tone of the Sublima has a charm all its own. This example, an outstandingly choice one, will fill a niche in any collection. $2495.00 (Stock No. REG-0515)

SUPERB REGINA SUBLIMA PIANO
—"Sublima Piano & Mandolin Orchestra"—

Here is a particularly fine example of the popular Regina Sublima Piano. This one, although showing need of some very minor woodworking here and there, is basically in really top grade. In fact, the original instruction tags are still attached to the mechanisms!

First introduced around the turn of the 20th century these instruments were simply known as Sublima Pianos. Later the name was expanded to the glorious sounding "Regina Sublima Piano & Mandolin Orchestra" — the name which is indeed lettered beautifully across the front of the one we now offer for sale. Sublima Pianos enjoyed a rather long popularity and were shipped from the Regina factory in Rahway, New Jersey until 1920.



The presently offered example is operated by winding a hefty spring crank at the right side of the case. Once this is done the drop of a nickel will produce a lilting mandolin-like tune. Regina Sublima music is pleasant and cheerful. These instruments are a popular addition to any collection.

Measurements of the Regina Sublima Piano & Mandolin Orchestra are: 5'6" high by 3'6" wide by 1'10" deep. The case is of richly patterned golden quartered oak and is quite beautiful. With this cheerful instrument come two 5-tune music rolls. $2495.00 (Stock No. REG-3333)

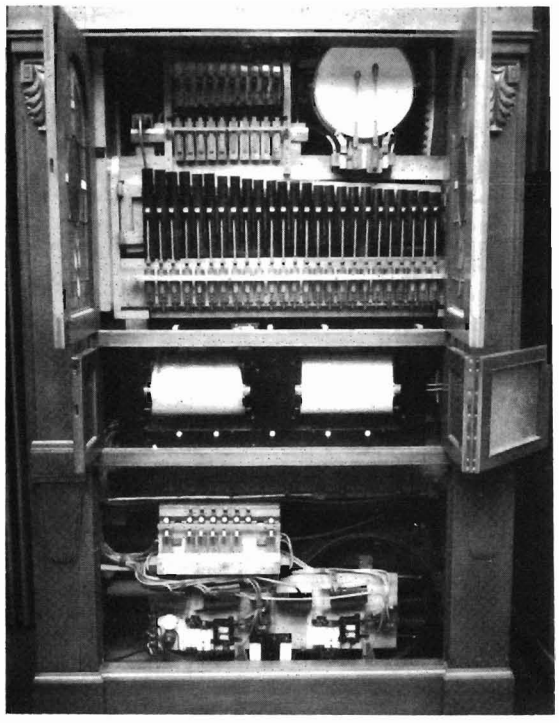
REBUILT HUPFELD HELIOS I/22 ORCHESTRION
—A beautiful instrument—

It is only rarely that we havy the opportunity to offer a fully rebuilt large orchestrion for sale. Here is such an occasion:

We present a refinished and pneumatically rebuilt example of the Hupfeld Helios I/22. Featuring the duplex roll mechanism, it uses two regular Helios orchestrion rolls on tracker bars side by side.

Of the many Hupfeld Helios instruments this was the most popular Class I style. As this instrument is as nice as new now, we consider it only fitting to reprint the original Hupfeld description that the original buyer read when he bought it new about 1914:





"Hupfeld Helios. Model I/22 – This orchestrion with its magnificent, artistically finished oak case and with its novel and sonorous tone qualities is indeed a striking and effective instrument.

"Its specifications include: first class overstrung piano, mandolin, violin, cello, bells, kettle drum, cymbals, and small drum.

"Each instrument can be separately turned on or off at will.

"The music is distinguished by its harmonious quality and fullness of tone. The rhythm is perfect and by a self-acting device every shade of accentuation and power, from the most delicate pianissimo to a grand fortissimo is obtained. The mandolin possesses the perfectly natural tone quality for which the Hupfeld instruments are famous.

"Helios I is also supplied with a xylophone which sometimes acts as a solo instrument and sometimes as an accompaniment – giving most charming and artistic effects...

"Both doors are provided with mirrors and stained glass panels. Impressive top piece.

"Dimensions: height about 9'2", width about 5'1", depth about 2'8". Weight about 1850 pounds."

Notes: Here are the actual measurements (Hupfeld was quite approximate): 8'9" high, 5'6" wide, 3'4" deep. The cymbal has both loud and soft beaters as does the snare drum. The mandolin effect is not like an ordinary mandolin rail but, rather, is a revolving mechanism which is virtually identical with that which gives the Wurlitzer Mandolin Quartette its name. This gives a ringing mandolin-like tone of exceptional brilliance.

The Helios I/22 has been beautifully refinished. The pumps, chests, pneumatic stack, and other pneumatic devices have all been rebuilt. The instrument is ready to take its place in any fine collection. Price on request.

A PLEASURE DOING BUSINESS...

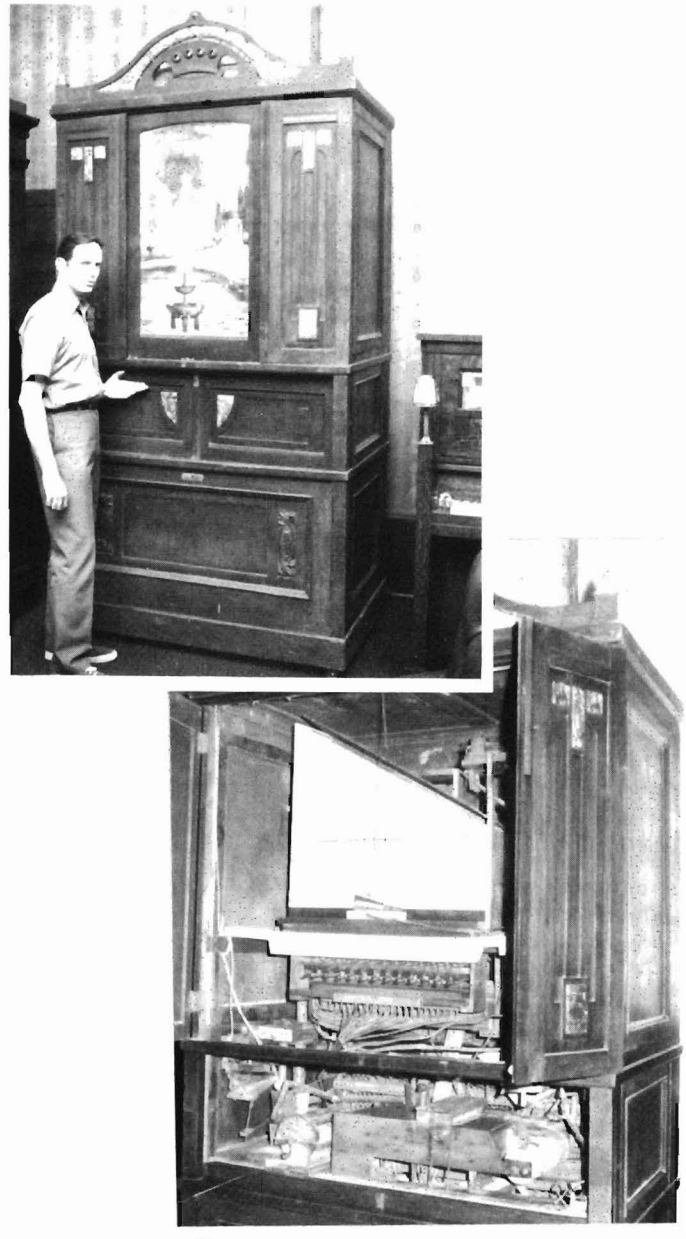
"I want to thank you for your prompt attention. It certainly has been a pleasure doing business with you, and I will recommend your firm to many of my friends who are interested in automatic musical instruments." – an unsolicited comment from J.J.A. of Jericho, New York.

ORNATE IMHOF ORCHESTRION

–The "Tribute" model–

Made circa 1905 - 1910 by Imhof & Mukle this orchestrion was designated as the Tribute. Once a splendid instrument from both an appearance and a tonal viewpoint, the Tribute is distant from that condition today. The appearance is still beautiful, but the interior is another matter entirely! Read on...

Instrumentation of the orchestrion consists of piano, mandolin, orchestra bells, xylophone, violin pipes (in a special expression chamber), cymbal, bass drum, snare drum, and harmonium or reed organ. This is the only Imhof & Mukle orchestrion with a harmonium we've ever owned. Case dimensions are 9'6" high with the top gallery (or 8'3" high with the decorative top piece removed), 4'10" wide and 2'11" deep. The cabinet is of rather rich appearing oak. The front center panel features a fountain scene with a mirror background.



Views of the Imhof orchestrion. The white section in the lower photograph is the housing for the violin pipes – shutter enclosed for expression effects.

From what we understand from its former owner, this Imhof orchestrion was found abandoned in a San Antonio, Texas, store – in which place it presumably faithfully served in an entertainment capacity a few decades earlier.

Here's the nasty part: Sometime in its past the instrument was rather intensively inhabited by woodworms. Woodworms aren't necessarily a cause for alarm. In fact, some mild evidence of woodworms is usually the rule rather than the exception in very large band organs and other instruments which may have seen outdoor use. However, the present orchestrion has had quite a bit of damage done – to the extent that we are pricing the instrument for less than half of what it would otherwise sell for. If you're adept at reconstructing wood parts, this will be a best buy for you. If woodworking is not your forte, steer clear of this one!

The price of this once-beautiful (indeed, the exterior is still beautiful) and once fine (but now ravaged) orchestrion, including a nice supply of fine music rolls, is just $2995.00 (Stock No. IMH-7777).

MAGNIFICENT SALON ORCHESTRA

A beautiful classic orchestrion

This is an exceedingly choice example of one of the most elegant classic orchestrions made during this century. Made by Popper & Co. and known as the Salon Orchestra, drawing rooms, private homes, and similar locales.

Standing 9'6" high and measuring 6' wide by 3'3" deep the Salon Orchestra is a majestic piece of furniture. The original catalogue description gives an idea of the musical potential of this large orchestrion:

"The Salon Orchestra is driven by electricity and is operated by means of perforated paper music rolls which reroll automatically at the end. The tasteful case with electric lamps and ornaments contains in the center a beautiful electric lighting or motion picture effect... which makes a splendid and striking impression.

"The Salon Orchestra contains a piano with mandolin, an excellent arrangement giving very fine piano, forte, and crescendo effects. There is a complete xylophone and a complete set of orchestra bells. In addition there are pipes representing violin and cello. There is a bass drum, a snare drum (with the capability of striking either loudly or softly as desired), kettle drum, Chinese cymbal, and triangle. The music rolls, arranged by an artist's hand, are rendered in a most surprising way combining the most effective instrumentation with an ingenious swell shutter system. Wonderful music!"

In the course of handling many different automatic instruments we have come to appreciate good quality when we see it. This Salon Orchestra is a real beauty. It is built exceptionally well. It will not just play out the notes, but has elaborate expression effects to add a real personality to the music. A vibrato or tremolo effect gives a wavering effect to the pipes. At the risk of becoming overly technical, we'll mention that the swell shutters (series of louvered shutters in the top of the instrument - these open and close to provide variations in loudness) of the Salon Orchestra operate on an analog rather than a digital way. They are infinitely variable and can be opened fully, slightly, or in any position in between.

The Salon Orchestra is beautifully constructed. It is unrestored and will need at least a partial rebuilding, although most of the parts are as clean and bright as the day they were made. More important, the instrument displays excellent original craftsmanship. If you have us rebuild it, we'll enjoy every minute of the work. If you rebuild it yourself, you'll find that it will be a real pleasure. You can then appreciate first-hand the excellent craftsmanship that went into this orchestrion.

With the Salon Orchestra we'll provide a supply of music rolls. We



are planning to have new rolls for this type of orchestrion made, so you'll be advised when these are available.

If you've been looking for a classic orchestrion in exceptionally well preserved condition, if you've been looking for a classic orchestrion with "everything" in it — orchestra bells, xylophone, drums, pipes, the works — then consider this one. When it is set up and playing you'll have a musical treasure that few can equal and that all will admire! $9,975.00 (Stock No. POP-5800)

Note: This Salon Orchestra is provided with a "motion picture effect" on the front. Basically, this consists of an endless belt of gauze on which opaque sections are painted at itervals. Behind the gauze is a light source. As the belt-driven strip of cloth moves in front of the light, alternate bright and shadow spots are projected onto the back side of a painting of colorful flickering torches. This causes the torch flames to actually appear to be flaming brightly!

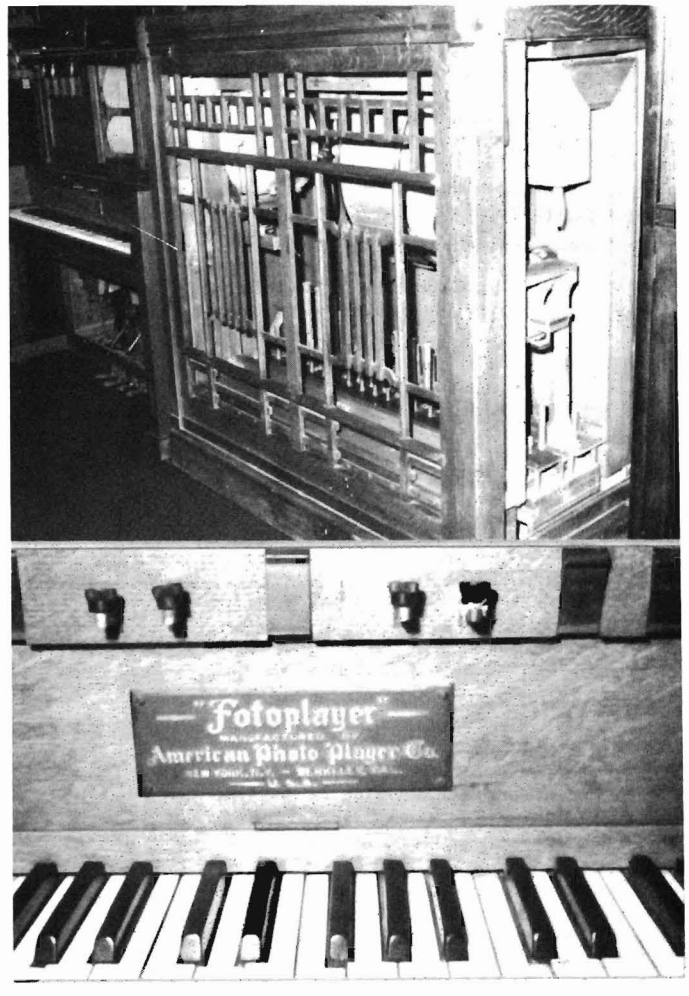
Similar motion picture effects were used on other classic orchestrions, but due to the cost of manufacturing the light apparatus, only a few instruments had them.

The "Fotoplayer"
TRADE MARK
REGISTERED

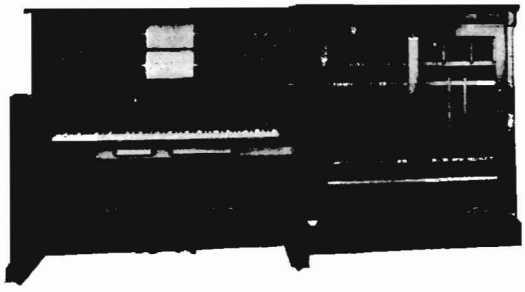
The Voice of the Screen

STYLE 20 AMERICAN "FOTOPLAYER"
—"compact size" (for a photoplayer!)—

If you've been a constant reader of our catalogues over the years you've seen a parade of photoplayers come and go in these pages. Most have been rather immense in size. The bigger, the better — or so it would seem. For us it doesn't make much difference — as our showroom can accommodate the large instruments that have come our way. But for our readers, space is often a problem. So, it's with pleasure that we offer a "small" photoplayer — one measuring "only" ten feet wide!



THE AMERICAN PHOTOPLAYER COMPANY



FOTOPLAYER STYLE 20

THE Style 20 FOTOPLAYER is a marvel of up-to-date technical construction, designed and built expressly to meet all the needs of motion picture houses of smaller seating capacity.

A special feature of the Style 20 is its compactness and efficiency.

SPECIFICATIONS FOR FOTOPLAYER—Style No. 20

Length, 10 ft. Width, 3 ft. 1½ in. Height, 5 ft.
Piano extends 8 inches

High Grade Player Piano—Double Tracker Device

Tremolo
Piano Muffler

Pipes for Orchestral Effects:
Violin, Cello, Flute

TRAPS AND EFFECTS AS FOLLOWS:

Bass Drum
Pistol Shot
Cymbal
Tom-Tom
Thunder or Tympani
Snare Drum
Door Bell
Telephone Bell

Fire Gong
Tambourine
Castanets
Klaxon
Chinese Crash Cymbal
Steamboat Whistle or
Locomotive Whistle
Wind Siren
Cathedral Chime

The FOTOPLAYER is constructed of the finest hard woods throughout and the workmanship is the best.

The instrument is guaranteed both by manufacturer and dealer.

WRITE FOR FURTHER FACTS



Photoplayers are a lot of fun! Originally they were used in the orchestra pit of a theatre. There, just below the silver screen, the photoplayer operator could chase the stagecoach through the pass or make the audience shiver along with Pauline as the racing locomotive came relentlessly down the rails – all by playing appropriate music rolls. Love scenes, the Civil War, a visit to an oriental temple – all could be set to music by the photoplayer operator.

Today photoplayers are favorites with collectors. The present example, like other "Fotoplayer" (trademark) instruments made by the American Photo Player Company, uses regular 88-note piano rolls – such as the type now being made by the QRS Company. Literally thousands of different tunes are available at under $1.50 per roll – so for parties, private pleasures, and other pastimes the photoplayer's abilities are limited only by the size of roll library you want to build.

The rolls play the musical score automatically – so you don't have to know how to play the piano. You, as the operator, simply push buttons and pedals and pull cords to turn the various ranks of pipes on and off as desired, to bong the gong, to clash the cymbal, to pound the drums, and to operate all of the other sound effects gadgets!

The present example is a Style 20 "Fotoplayer" manufactured circa 1920. An accompanying original data sheet gives the specifications and list of "goodies" that pertain to the instrument.

The instrument has been partially rebuilt, but additional work will be needed. The exterior and interior case parts and wood surfaces are very choice, so refinishing will not be needed. To do is some recovering of pneumatics and bellows, stringing of pull cords, and other similar restoration work. The original metal pipes were bent. so the last owner replaced them with a set that, while it is fine from a tonal viewpoint, could stand replacing again (the pipes can be ordered from an organ supply house for reasonable cost). The wooden pipes, including the very large folded and mitered ones, are all in choice condition.

If you enjoy old ragtime piano rolls or new popular melodies, then this instrument will provide untold hours of fun! Call Terry Hathaway and reserve it. The price is $4995.00. To start your library we'll give you 100 rolls with it. $4995.00 (Stock No. AME-8510)

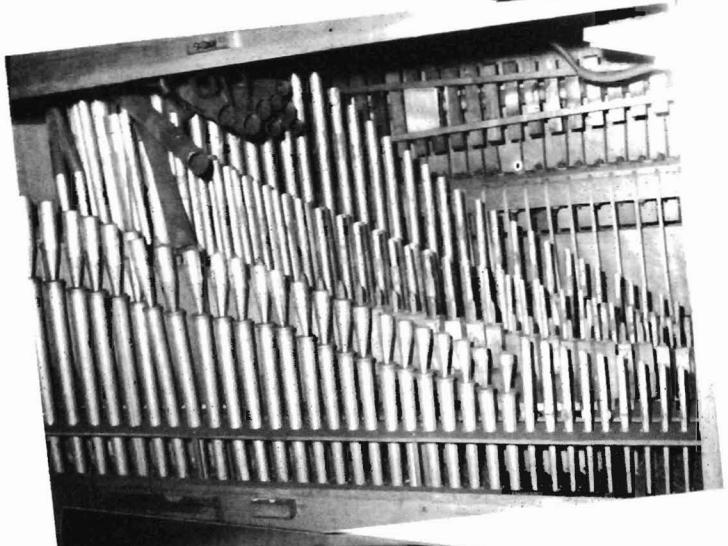
From the estate of Herb Shriner

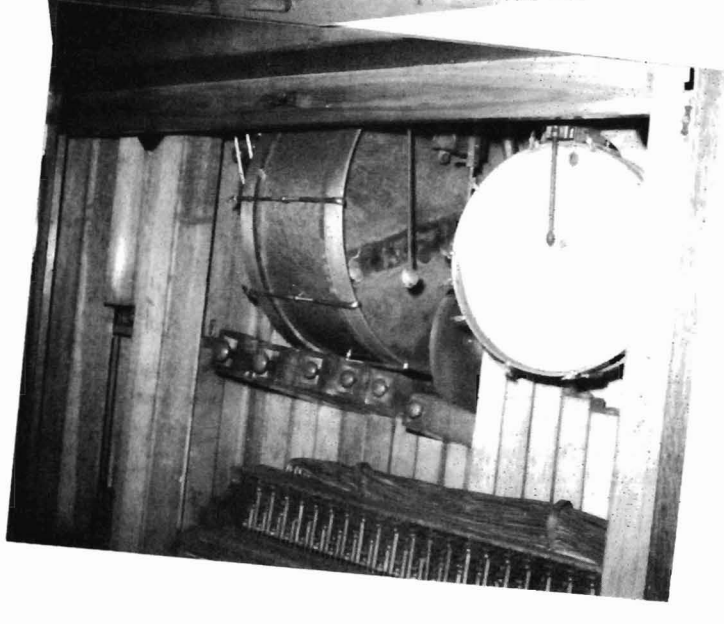
SUPERB STYLE 45 AMERICAN "FOTOPLAYER"

–"Mint" unrestored condition–

Once upon a time this beautiful Style 45 American Photoplayer Company "Fotoplayer" thrilled thousands with its unlimited repertoire of music played on its many ranks of pipes and other effects. Now it is silent. Although the interior and exterior woodwork is very choice and in many areas as nice as new, the pneumatic components have dried and hardened with age and require the normal restoration.







THE AMERICAN PHOTOPLAYER COMPANY

FOTOPLAYER STYLE 45

FOTOPLAYER 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′ Clarionet, 16′
Tremolo Piano Muffler

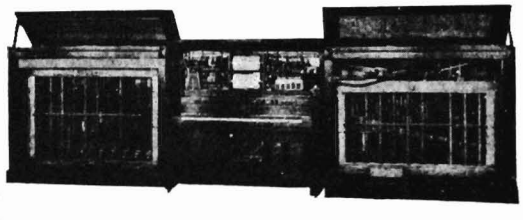
PIPES FOR ORCHESTRAL EFFECTS:

TREBLE	BASS
Vox Mystica	Viol d'Orchestra
Cornet or Quintadena	Violoncello
Flute	Dulciana or Quintaton
Flute d'Amour	Reed Organ and Pipes
Viol d'Orchestra	65-Note Range

TRAPS AND EFFECTS AS FOLLOWS:

Set of Orchestra Bells (51)	Fire Gong
Xylophone	Cathedral Chime
Bass Drum	Tambourine
Pistol Shots, Double	Castanets
Cymbal	Horses' Hoofs (Improved)
Tom-Tom	Klaxon
Thunder	Sleigh Bells
Snare Drum	Chinese Crash Cymbal
Door Bell or	Steamboat Whistle or
Telephone Bell	Locomotive Whistle
Bird Whistle	Wind Siren
Chinese Wood Drum	Locomotive Exhaust
Triangle	Automobile Exhaust

Blower Plant equipped with motor of sufficient capacity.
Quarter-sawed 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′.



This instrument has never been tampered with. Each pipe is in place just as it was when it last played for Charlie Chaplin, Harold Lloyd, and Mary Pickford in the 1920's. A nicer unrestored Fotoplayer couldn't be found anywhere at any price.

The musical ability of the Style 45, one of the largest Fotoplayer styles made, is indicated by its stoplist which includes: piano; pipes providing the effects of vox mystica, cornet, quintadena, flute, flute d'amore, viol d'orchestra, violoncello, dulciana, and quintaton. An immense reed section of 195 parts provides diapason, principal, and clarionet effects and gives a rich "foundation tone" to the instrument.

The sound effects department is just about as varied as the imagination of whoever designed it! Included are: pistol shots, cymbal, tom-tom, snare drum, door bell, bird whistle, chime, triangle, Chinese drum, fire gong, castanets, steamboat or locomotive whistle, wind siren, locomotive exhaust, automobile exhaust, and other things!

The Style 45, which disassembles into three main parts (the center piano unit and the two side chests) for moving, has the following dimensions when set up and in place: 17'4" wide by 3'9" deep by 5' high. The cabinet is of light golden oak. It will require some minor touching up and repair here and there, but refinishing is unnecessary. In fact, the case is one of the nicest we've ever seen.

A year or so ago we had another beautiful Style 45 Fotoplayer in our catalogue. It is now the property of a New York collector who is presently restoring it. The presently offered instrument, formerly the property of entertainer Herb Shriner, is only the second we've ever had – or have ever seen, for that matter. It will require the customary pneumatic restoration; a task which, on this exceptionally well-built instrument, will be a pleasure (however it will take quite a while – as the instrument has just about everything ever found in an automatic instrument crammed into it!).

The Fotoplayer uses regular 88-note home player piano rolls. The various xylophone, orchestra bell, pipe, etc. registers are turned on and off by keyboard controls – thus you can "lead your own orchestra." With the Style 45 goes a nice library of music rolls.

Virtually a "complete automatic musical instrument collection" in itself, this Style 45 will be an outstanding attraction in its next home. The music this provides is limited only by your own inventiveness. As one Fotoplayer owner recently wrote, "the instrument sounds like it is hiding an entire orchestra inside!" The New York owner of the other Style 45 we sold is adding a separate attachment for the playing of orchestrated "O" rolls. You might want to do the same. Or, many other types of rolls can be adapted – as the Style 45 has enough instrumentation to play just about anything assigned to it!

Price and color photos on request. (Stock No. AME-4901)

THE moving picture industry has established the value of adequate musical accompaniment for the successful presentation and popular reception of Photoplays.

The FOTOPLAYER is the first instrument manufactured for the purpose of describing motion pictures with appropriate music. It contains a piano, reed organ and organ pipe for orchestral effects.

The FOTOPLAYER substitutes an orchestra in the power and range of musical expression and the double tracker device enables the entire instrument to be controlled by one operator—permitting an accurate musical interpretation of screen action.

The FOTOPLAYER may be played manually or by roll, and the double tracker control provides an instant change to fit the mood of the silent drama.

FOTOPLAYER installation is an artistic and economic success.

THE FOTOPLAYER is a marvel of technical construction producing the most beautiful organ, piano and orchestral effects.

The FOTOPLAYER music is human and a real satisfaction to critical taste and an enjoyment to the little ones.

The FOTOPLAYER may be used for vaudeville purposes. The entire instrument can be played manually—the pedal attachment permitting the pianist to play the drums and cymbals.

The FOTOPLAYER is designed to withstand the wear of continuous use. Permanent construction is made possible by superior workmanship, material and finish.

Perfect tonal qualities produce a human and artistic performance.

The double tracker device, permitting the operation by roll, is an economic advantage.

Hundreds of satisfied exhibitors pay eloquent tribute to the merits of the FOTOPLAYER.

A style to "fit your pit."

Write for further features.

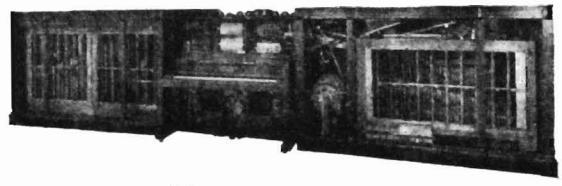
The American Photo Player Company

STYLE 50 AMERICAN FOTOPLAYER

–America's largest–

Of all the theatre photoplayers made in America during the 'teens and 'twenties the Style 50 American "Fotoplayer," manufactured by the American Photoplayer Company, was the largest. Measuring 21 feet wide by 5 feet deep by 5'2" high this instrument contains just about everything imaginable!

We reprint the original catalogue description of the instrument. This beautiful photoplayer is now being expertly refinished. It will be thus offered in refinished condition, with all of the pneumatic work still to be done.



FOTOPLAYER STYLE 50

THE crashing melody of a twenty-piece brass band or the soft harmony of a symphony orchestra can be produced with equal facility by the FOTOPLAYER.

SPECIFICATIONS FOR FOTOPLAYER – Style No. 50

Length, 21 ft. Width, 5 ft. Height, 5 ft. 2 in.
Piano extends 8 inches.

High Grade Player Piano
Double Tracker Device
Pressure Reed Organ, 6 stops

TREBLE:
Oboe . . . 4′
Diapason . . 8′
Principal . . 8′

BASS:
Diapason . . 8′
Echo . . . 8′
Clarionet . . 16′

Tremolo. Piano Muffler
Pipes for Orchestral effects:
Treble Swell Organ:
Vox Mystics, Flute,
Gemshorn
Cornet, Melodia,
Flute d'Armour,
Viol d'Orchestre.
Bass Swell Organ:
Violoncello, Diaphone,
Flute d'Amour.
Great Swell Organ:
Open Diapason.
Reed Organ and Pipes
65-Note Range.

Traps and effects as follows:
Set of Orchestra Bells (31)
Pistol Shots or Gattling Gun
Bass Drum. Xylophone
Telegraph Key
Crackling Flames or
Breaking Brush
Cymbal. Tom-Tom
Thunder or Tympani
Snare Drum with Jazz Effect
Door Bell or
Telephone Bell
Fire Gong
5 Cathedral Chimes
Waves Bird Whistle
Wind. Cow Bell
Triangle. Tambourine
Castanets. Horse's Hoofs
Auto Horn. (Improved)
Sleigh Bells. Siren
Chinese Cymbal
Steamboat Whistle or
Locomotive Whistle
Automobile Exhaust
Locomotive Exhaust
Chinese Wood Drum

Quarter-sawed Oak Case, Stickley Finish, Independently operated Swell Shutters for both treble and bass. Suitable Bench. Electric Lights over Double Tracker. Special Blower Plant. Case Design subject to change.

Total number of Reeds in this Instrument, 195.
Total number of Pipes, 412, ranging in pitch from 4′ to 16′.

As the only surviving example (to our knowledge) of this great classic this represents a once-in-a-lifetime opportunity. Priced under $15,000. Contact Terry Hathaway for details.

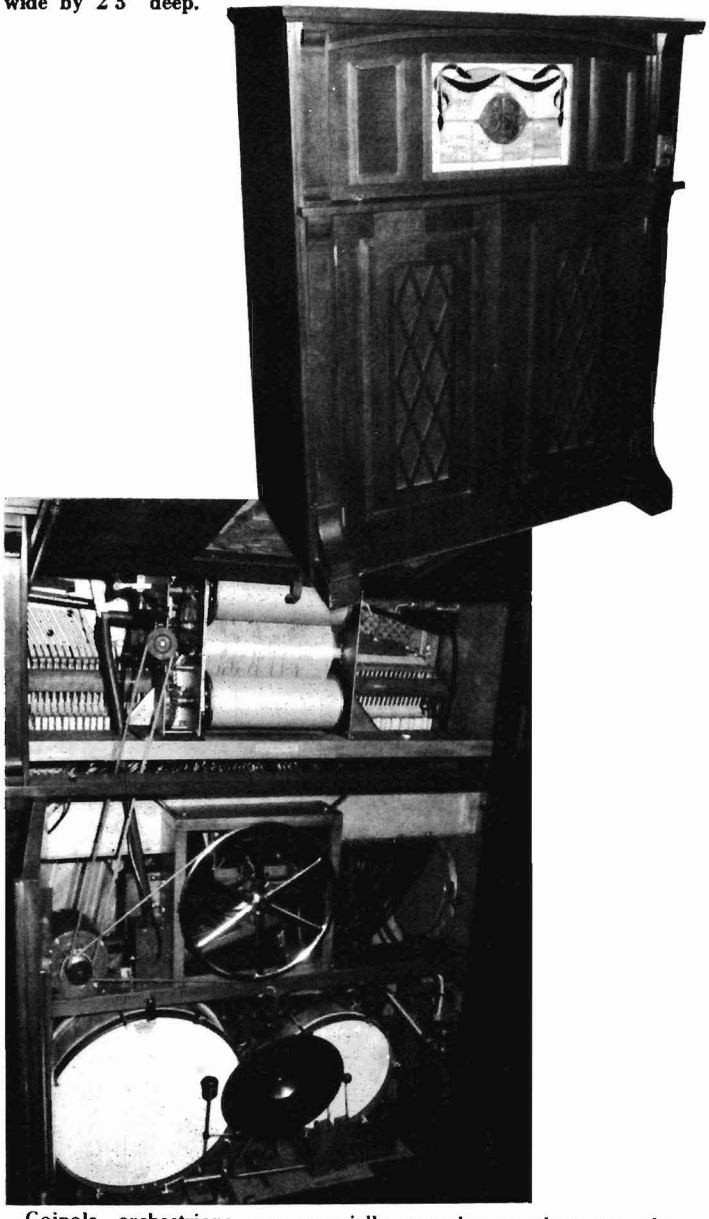
I'M JUST A MINUTE OR TWO AWAY FROM YOU!

Have a question about an instrument in this catalogue? Want to reserve a music box, nickelodeon, or orchestrion? Telephone me! Call COLLECT to reserve any item for $100 or more. I'm available during office hours at (213) 941-8774 and, after hours ('til 10pm Pacific time) at the same number via a special switchover line to my home. Call me right now – and let's make a deal! ——Terry Hathaway

SUPERB COINOLA ORCHESTRION
–Restored Style O–

Restored by our staff, this Style O Orchestrion is as nice or nicer than the day it was made! The case of rich brown walnut has been perfectly refinished. The interior has been completely pneumatically restored, including new cloth, leather, and rubber parts throughout. The interior metal parts have been cleaned and polished to a high lustre. The entire instrument sparkles with a magnificent beauty. Certainly no more attractive Coinola exists!

First marketed in 1917, the Style O is the most instrument-filled orchestrion in the Coinola compact cabinet orchestrion group. The specifications are impressive. Instrumentation consists of piano, mandolin attachment, solo xylophone of two octaves, snare drum with two beaters (single tap and roll), tambourine, triangle, cymbal, bass drum, and wood block. Measurements of the orchestrion are: 5'3" high by 4'3" wide by 2'3" deep.

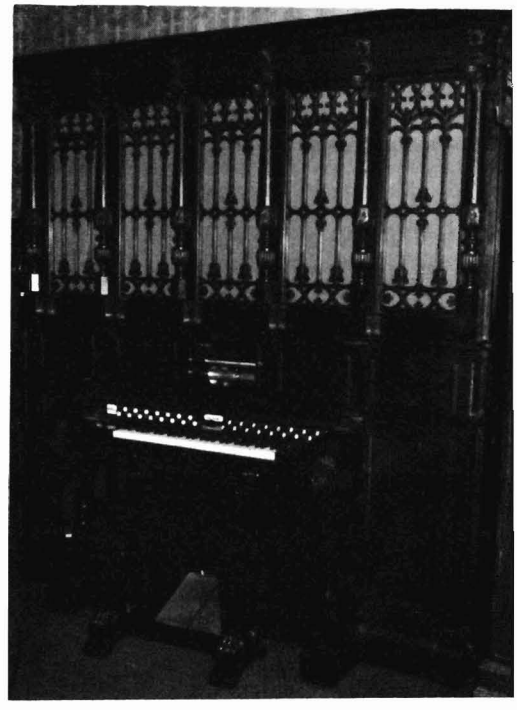


Coinola orchestrions are especially popular as they use the highly-desired type "O" rolls (available in recut form in a wide selection of titles from: Player Piano Co.; 620 E. Douglas; Wichita, Kansas – or from us). These rolls have a special 24-note solo section which contains special xylophone arrangements. Solo sections, while a feature of most large classic orchestrions (by Hupfeld, Weber, etc.) are unusual among smaller instruments.

This Coinola orchestrion will be a spectacular addition to any collection. It is ready to play for you as soon as it arrives. With ten 10-tune rolls (additional rolls are available, as noted above) this magnificent Coinola can be yours for only $6450.00 (Stock No. COI-7760)

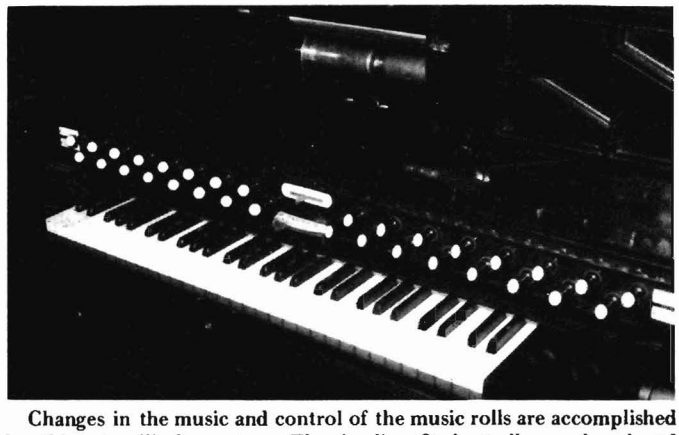
SPECTACULAR STYLE F AEOLIAN ORCHESTRELLE
–Immaculate unrestored condition–

Among production models of the Aeolian Orchestrelle one style, the Style F, stands above the others in sheer immensity of size and in its spectacular musical abilities. It is with justifiable pride that we offer



such an instrument now. This is the second we have handled and is, to our knowledge, one of just three specimens known to survive today.

The present example was removed a few months ago from a mansion in which it had remained since its original installation in the early 1900's. The case of deep rich mahogany wood is virtually mint and is separated from absolute perfection only by a few minor chips and nicks. It truly looks "just like new." This is a very large instrument. Measurements are 8'3" high by 8'6" wide by 3'7" deep. For ease in moving through low doorways it disassembles into several component sections. In addition to the main instrument there is a carved matching bench and an electric blower (although the instrument has foot pedals it was serviced by a remote electric blower in its original location).



Changes in the music and control of the music rolls are accomplished by thirty-two(!) draw stops. The Aeolian Orchestrelle can be played manually or by the use of music rolls. The instrument uses two types of music rolls: Aeolian Grand rolls and Aeolian Solo Organ rolls. A switching lever permits one type or other to be played as desired. With the instrument is a beautiful library of over two hundred music rolls. As this was a very popular type of instrument at one time, Aeolian rolls were made by the thousands. As a result the new owner of this instrument should experience no difficulty in assembling a large and varied roll library – if, indeed, any more rolls are needed.

We offer this choice unrestored Aeolian Orchestrelle, an instrument needing just the merest touch-up work to the cabinet plus, of course, the pneumatic rebuilding, at a very attractiveprice. This large and imposing instrument will be a showpiece for its next owner.

$4995.00 (Stock No. AEO-7761)

REPRODUCING PIANOS

A beautiful Knabe Ampico in a Louis XVI art-style case replete with decorative oil paintings, a really fine Steinway Duo-Art, and a classic cabinet style Welte are presented for your consideration.

KNABE MODEL A AMPICO GRAND

–In painted French art-style case–

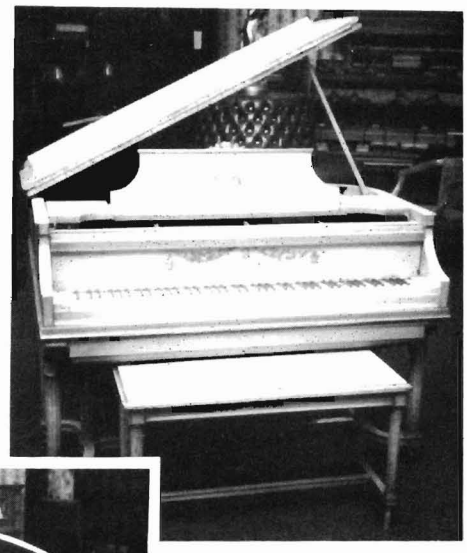
Only once in a great while does an Ampico in an art style case come our way. This is such an event.

The presently-offered instrument is a lovely Knabe Model A Ampico grand from the mid-1920's. The gracefully fluted legs and rich oil paintings make this an "Ampico of Ampicos" – a rare artistic prize.

The case is basically cream colored or off-white with gilt striping. The front, sides, and back of the piano are decorated with finely done oil paintings – paintings which remain in excellent condition today with all colors bright. The underside of the top lid features a nostalgic Fragonard-like scene of a French country garden. A young girl high on a swing watches her playmate on the path below.

Dimensions of the Knabe piano are: 5'4" long by 4'8" wide by 5'4" high (with the lid in the open position as illustrated). The original matching bench comes with the instrument and will require an extra two feet or so of space in front of the piano. The Ampico is basically in choice unrestored condition. The customary pneumatic rebuilding of the Ampico reproducing mechanisms will be required. If you aren't inclined to do the work yourself we can recommend several competent craftsmen to do the work. The case shows the customary effects of age. As noted the original oil paintings are bright and maintain their vivid colors now, fifty years after they were originally painted. There are a few spots here and there that will require retouching – and the case, mainly in the areas of the cream colored finish, does show some cracking and chipping that, while hardly serious, still must be mentioned. The bench is rather scuffed, particularly on the top or seat part, and should be refinished at least on the top surface.

If you've been seeking a reproducing grand piano which is at the same time an elegant piece of furniture, your search stops here! With two dozen rolls (others are available cheaply) this beauty is yours for just $2495.00 (Stock No. AMP-4001)













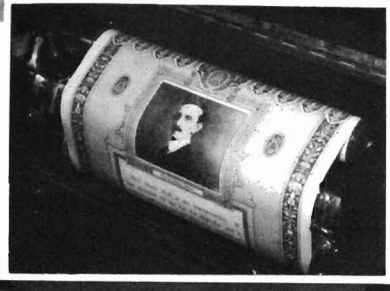


STEINWAY DUO-ART GRAND PIANO

—A "top of the line" instrument!—

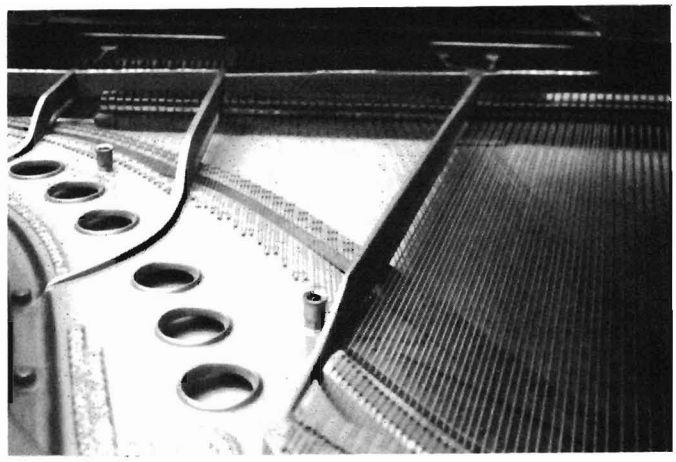
The top of the line piano among Duo-Art instruments is, as you probably already know, the Steinway. We offer a particularly choice and attractive one!







Views of the Steinway Duo-Art.



The instrument, a Style XR in a refinished glossy brown mahogany case, measures 6'2" long by 5' wide by 6'1" high (with the lid raised).

Some rebuilding work has been done by the former owner, but to be on the safe side we offer it as an unrestored piano. If the work that has already been done saves you some time, then you'll come out ahead. If not, you won't be unhappy as you aren't paying for it!

The case has been refinished and will require no further attention. The piano itself, while in need of normal regulation, is basically sound and has an excellent tonal quality.

For a beautiful, yes even elegant, appearing Steinway Duo-Art grand, an example of the Duo-Art reproducing piano in its finest form, you'll find this one to be an excellent value. With two dozen rolls (and additional rolls are available cheaply) it can be yours for $3995.00 (Stock No. DUO-8005)

GOING! GOING! GONE!

Over the years our catalogues have had some really wonderful automatic instruments. Often I'll get a call from a customer who has put off ordering — and hopes that a Special Instrument will still be available — months after the catalogue has been released. Well, I can never predict what will sell first and what won't, but I do know that the sooner you call, the better, the chance is of getting exactly what you want. Quality instruments at our low prices don't remain unsold for very long, so don't put off asking for those you want to buy. Call me now! The telephone number is (213) 941-8774

A GOOD INVESTMENT

It's no secret that music boxes have been excellent investments over the years — as have other selected fine antiques. A music box is not only a wise monetary expenditure, it is a showpiece that all who see it will enjoy! Buy one from this catalogue today!

REFINISHED WELTE CABINET PIANO

An outstanding example of the famed Welte Mignon keyboardless cabinet piano, this instrument is in a beautifully refinished dark oak case. The piano, by Feurich, is of "top of the line" quality.

Overall measurements are: 4'10" high, 5'8" wide, and 2'5" deep.

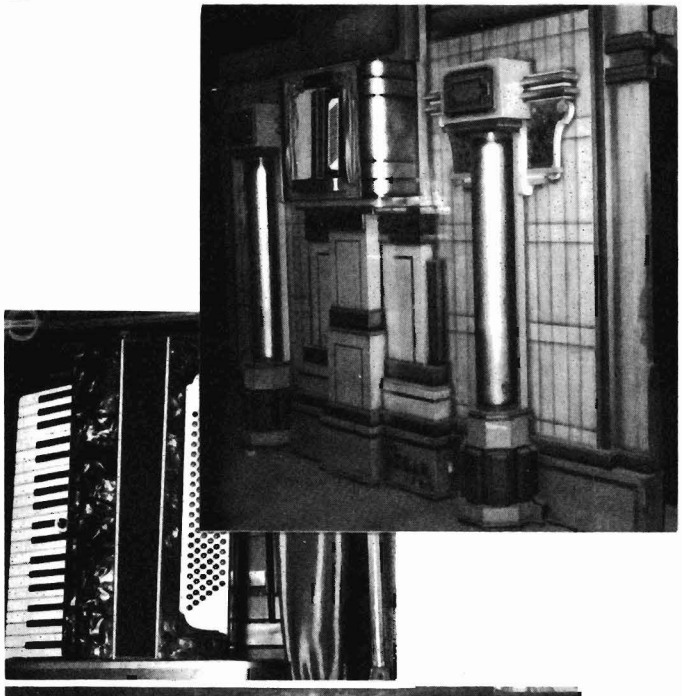


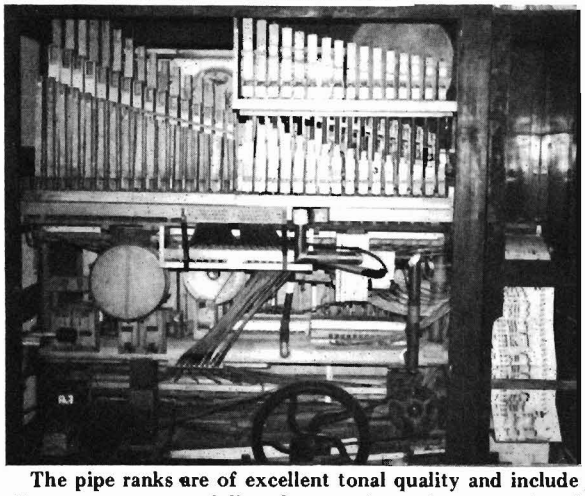
Needed: The interior will require the customary pneumatic restoration. We can do this for you, or you can do it yourself. Either way, the present instrument is choice and well preserved and, for that reason, will provide an enjoyable project.

We offer this Welte with a dozen rolls. Many additional rolls are available at low cost with the purchase of the instrument. $1695.00 (Stock No. WEL-4125)

74-KEY DECAP DANCE ORGAN

This attractive Decap dance organ plays nicely and is ready to perform for its next owner. The front should be repainted for optimum appearance, but this will not be hard for even an amateur to do.





The pipe ranks are of excellent tonal quality and include jazz flute, vibratone, trumpet, violin celeste, unda maris, two ranks of cello, alto flute, bassoon, and one additional string-toned rank. In addition the bass section contains an 8' stopped flute and 4' string in unison. An accordion lends extra tonal effects. The drum and trap department consists of a bass drum, snare drum, wood block, cymbal, and maracca.

There is a nice library of popular music with it, all of which is excellently arranged and quite listenable.

Case measurements are: 15' wide by 8'11" high by 4'9" deep. The various parts disassemble for ease in moving through doorways and smaller apertures. The organ is offered f.o.b. its present Ohio location for $5500.00 (Stock No. DEC-0577)

REFINISHING & REBUILDING

Refinishing and rebuilding of any instrument can be done by us for reasonable cost – or we can recommend many fine suppliers and craftsmen, perhaps one in your own area, who can do the work for you. There is a world of difference in the sound of a superbly rebuilt piano or orchestrion as compared to one that just barely plays. "I never thought a Hupfeld orchestrion sounded so magnificent!" was the enthusiastic comment of R.F., a well known collector of orchestrions, when he visited our showroom and heard the Hupfeld Helios I/22 orchestrion play recently.

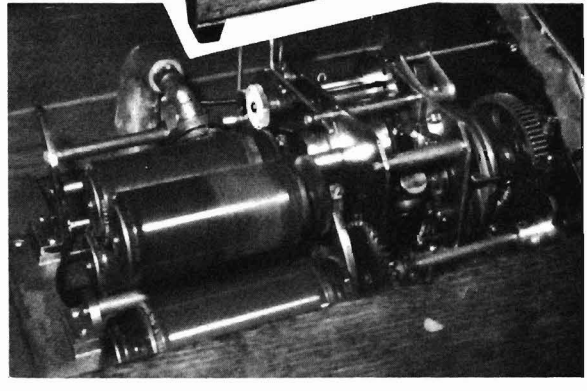
REGINA HEXAPHONE PHONOGRAPH

–Coin operated–

In our Marvin Collection catalogue (Catalogue No. 15) we offered a similar Hexaphone on page 60 for $1195.00. It was one of the first items to be sold. If you missed that one, here's another chance!

Only 2475 Regina Hexaphones were manufactured. As most saw very hard commercial use (or abuse) it's our estimate that fewer than 5% of those originally made still survive today. The presently offered example must rank as one of the nicest still with us.





The Hexaphone uses six 4-minute phonograph cylinders. By following the instructions printed on the lower door, the patron could spend his nickel and hear the tune he liked. As the Hexaphone was spring-wound, the patron had to work for his music! "Six turns of the crank" were recommended for winding.

The interesting mechanisms of the Hexaphone, including the 6-cylinder selecting mechanism and a mind-boggling number of gears, are clearly visible through the glass window at the upper front.

The case has been refinished on the Hexaphone and it operates nicely. Measurements are: 49" high by 27" wide by 18½" deep. Buy it for your collection. $1195.00 (Stock No. PHO-8511)

HATHAWAY AND BOWERS, INC.
11975 E. FLORENCE AVE.
SANTA FE SPRINGS, CALIF. 90670

20¾" REGINA WITH MATCHING BASE

–Style 39 in quartered oak case–

If you're among those who are really fond of strikingly-patterned quartered oak (your editor is among such individuals!) you'll really love this instrument! The music box and the matching base cabinet are among the most beautifully patterned such cases we've ever encountered!

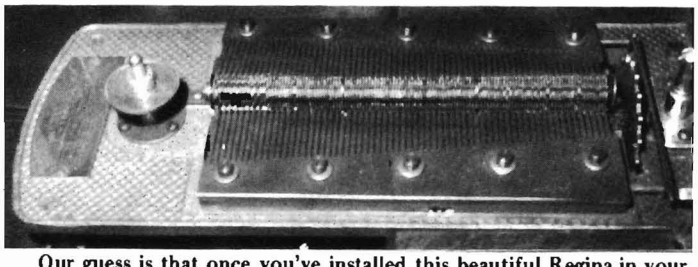
The music box is a Style 39 Regina and is one of about 415 such pieces made. It was shipped from the factory to Pittsburgh's C.C. Mellor Co. (musical retailers) on September 6, 1907.



The strikingly beautiful grain of the quartered oak makes this Style 39 Regina music box a real showpiece. Tonally it is magnificent too. Telephone Terry Hathaway collect today and reserve it in your name. Soon you can be hearing its sparkling melodies in your living room!

Overall measurements of the music box and base cabinet are: height - 67 inches; width – 29½" inches; depth – 25 inches. The music box and base are of the gracefully curved serpentine style. The top lid of the music box is the ventilated type which permits maximum sound escapement even with the top cover closed.

This Regina contains a beautiful duplex-comb 20¾" movement of the short bedplate style. The tone is rich and resonant and will fill any room in your house with lingering sound.



Our guess is that once you've installed this beautiful Regina in your exhibit it will be one of your very favorite pieces. From the Knapp and Longo Collection this piece is priced at just $1495.00 (Stock No. REG-1129)

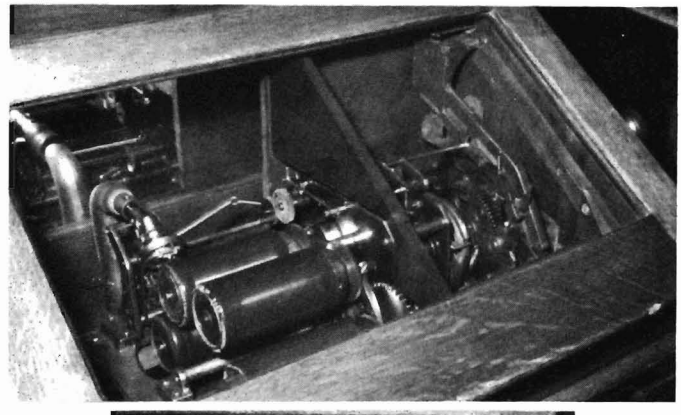
ATTRACTIVE REGINA HEXAPHONE

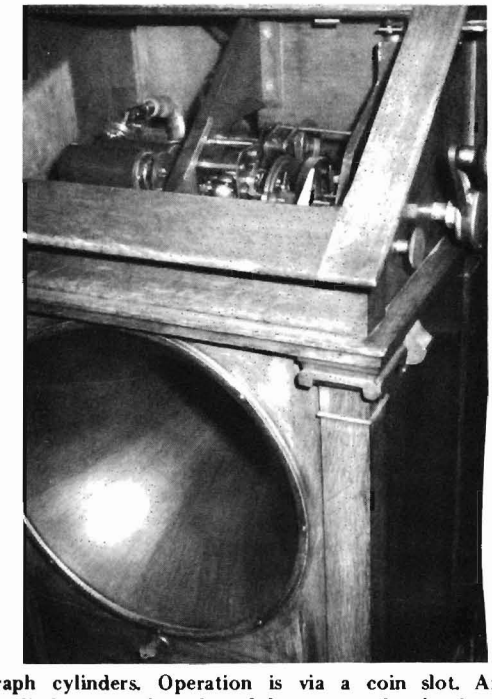
–6-selection phonograph–

We offer a throughly choice example of the famous Regina Hexaphone phonograph. The instrument uses six 4-minute



A lovely example of the popular Regina Hexaphone phonograph. This will be a lot of fun in your game room or anywhere else in your home!





phonograph cylinders. Operation is via a coin slot. Any one of the six cylinders may be selected by means of a knob on the side of the case.

Of all early 20th century cylinder phonographs the Hexaphone is one of the most popular. The selection feature, the ornate case with its front wooden horn, and the intriguing maze of gears, cams, and whatnot visible through the clear glass front all contribute to making this instrument a collectors' favorite.

Over the years a dozen, two dozen – we haven't counted them – Hexaphones have come and gone at H&B. None has been in nicer condition than this one!

Measurements of the cabinet are 4'1" high by 2'3" wide by 1'6½" deep. Telephone Terry Hathaway to reserve this one. You can call COLLECT to reserve any order from this catalogue for $100 or more – so do it today! Not tomorrow, but today – otherwise you might miss it! On the other hand we might still have it six months from now. That's an interesting thing about this business. One day not too long ago we received a telephone call for a Steinway Duo-Art piano that we'd had for about a half year. We sold it to the caller, a midwest collector, about 10 a.m. Shortly before noon we had another call for it, this time from a Connecticut gentleman. And, before the day ended we received yet another order – from a dealer in Texas! So, we can never tell how fast something will sell.

This Hexaphone, complete with a supply of cylinders: $1195.00 (Stock No. PHO-2303)

WE ARE HIS EYES AND EARS!

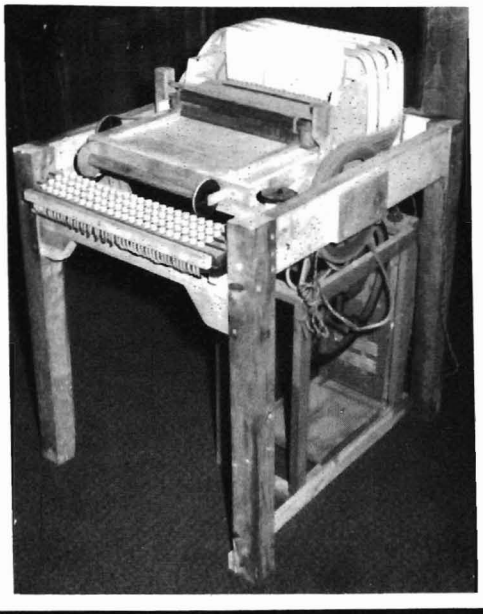
"One thing is sure about Hathaway and Bowers. When you say that an instrument is in a certain condition, it arrives that way. I have relied on you to be my 'eyes' and 'ears' as I have always bought from your catalogues. Never have I been disappointed. On the contrary, I am pleased with every transaction we have ever had." – an unsolicited comment from F.E. of Newark, New Jersey.

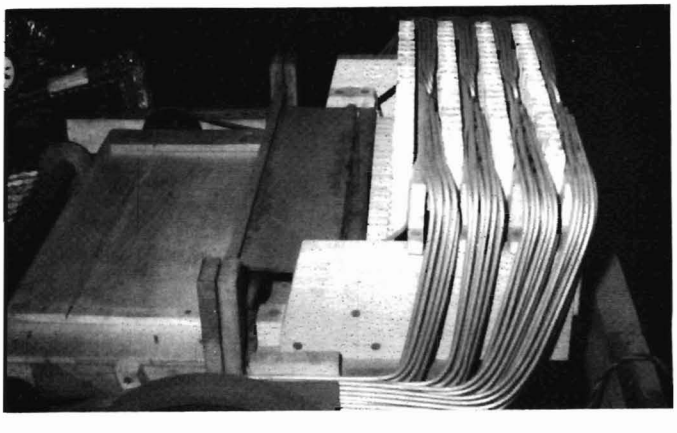
ROLL PERFORATOR

This keyboard-operated roll perforator was originally used at the factory of Pierre Eich in Ghent, Belgium. By means of pressing the appropriate keys, each of which is lettered with a musical notation or a control marking, one or a few master rolls were produced. Rather than being a production-line perforator, this piece of equipment would be properly called a master roll composing perforator.

The keys are connected pneumatically to the paper punches. The device is powered by a small electric motor.



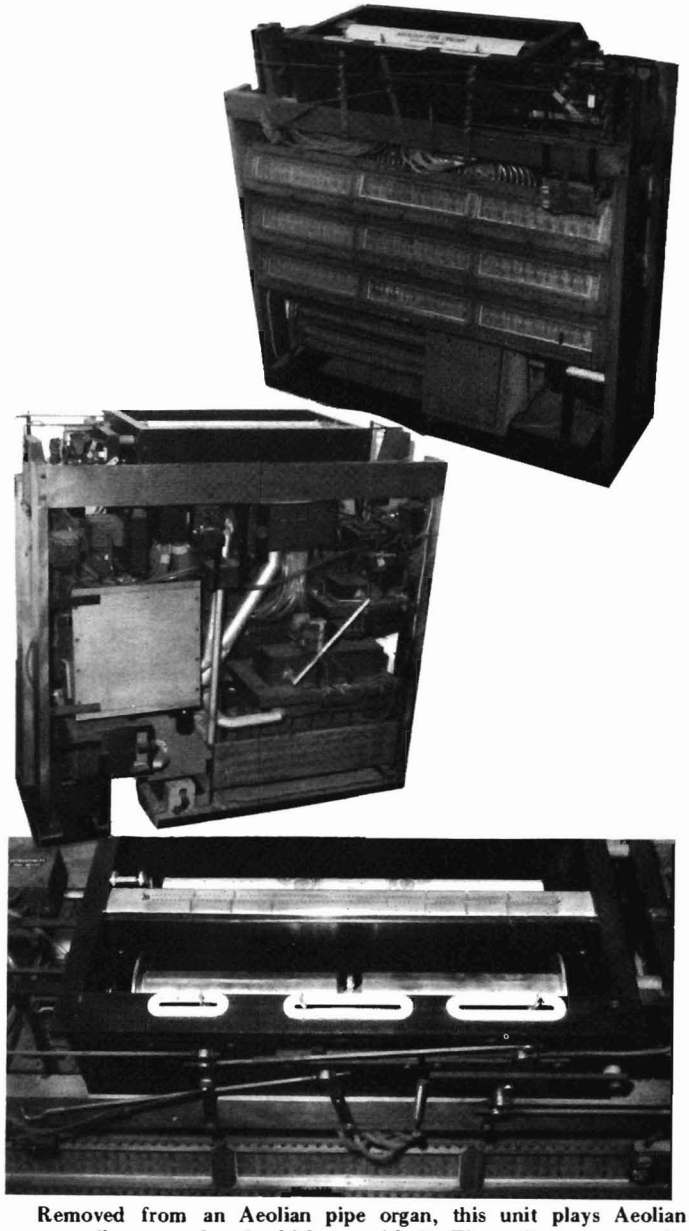




Measurements of the perforator are: 3'3" high by 2'2½" wide by 2'9" deep. At present the perforator will accommodate paper up to 12¾" wide. The perforating die has 92 holes which are spaced at a gauge of slightly more than 7 holes per inch.

The future use of this gadget is up to you. With some modification, quite a bit in fact, it could be made to punch out other types of rolls. Or possibly some other use will suggest itself. In any event, the unit is in choice condition and isn't all that expensive (as roll perforators go!) at $1495.00 (Stock No. SUP-8362)

AEOLIAN PIPE ORGAN ROLL PLAYER



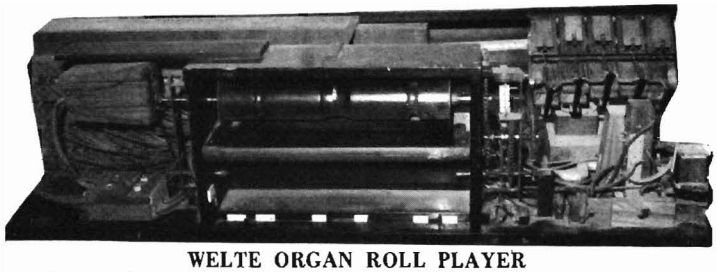
Removed from an Aeolian pipe organ, this unit plays Aeolian organ rolls, a supply of which go with it. The unit appears to be in good condition and should present no problems with the restoration. One piece of ordinary glass is broken on a relay cover.

The unit uses the very large Aeolian Duo-Art organ rolls, the largest Aeolian rolls ever made. These rolls feature the recorded selections of famous artists. Originally the roll unit was built into a decorative cabinet or possibly into the wall of a home. Use your own imagination when you build a case for it!

Ultra-cheap at just $399.00 (Stock No. SUP-1804)

AN EFFICIENT WAY OF DOING BUSINESS

"I received my Clariona reed organ from you today. I wish to compliment you on your very efficient way of doing business. I wish also to compliment your craftsmen for a beautiful restoration job – and your shipping department for a careful job of crating and packing. Thank you again for a very pleasant business transaction." – an unsolicited comment from H.N. of Severna Park, Maryland.



WELTE ORGAN ROLL PLAYER

Removed from the console of a Welte pipe organ long ago was this Welte organ roll player. At present there are no rolls with it. The unit consists of a tracker bar, a vacuum motor assembly, and a primary chest with electropneumatic relays.

The works measure 4'8½" wide by 1'5½" deep by 1'1" high. Use it for ??? Price: $199.00 (Stock No. SUP-1776)

MUSICAL QUIZ

How many of the questions can you identify correctly? Answers are given at the end.

1. This German firm, the world's largest producer of disc-type music boxes, helped to found the Regina Music Box Company. Its most popular disc size was the 15½" diameter type.
   A. Symphonion.
   B. Polyphon.
   C. Sirion.
   D. New Century.

2. The Coinola line of nickelodeon pianos and the lilting Reproduco piano / pipe organ instruments were made by this Chicago company. Particularly popular with collectors today are the musical arrangements found on type O, OS, and NOS rolls produced by the Capitol Roll & Record Co., a subsidiary of this firm.
   A. J.P. Seeburg Piano Company
   B. Ludwig Hupfeld, A.G.
   C. Operators Piano Company
   D. Mills Novelty Company

3. Typically a dance hall organ made by Decap (of Antwerp, Belgium) uses a folding cardboard music book which is played by means of a:
   A. Tracker bar
   B. Symphonic registrator
   C. Music comb
   D. Key frame

4. Of the following towns and cities which one was NOT renowned as a center for production of automatic musical instruments?
   A. Waldkirch, Germany
   B. Colorado Springs, Colorado
   C. North Tonawanda, New York
   D. Leipzig, Germany

5. The "big three" reproducing piano makes were:
   A. Artecho, Aria Divina, and Celco
   B. Solophonola, Duophonola, and Triphonola
   C. Ampico, Duo-Art, and Welte
   D. Solo Carola, Recordo, and Apollo

6. A curious mechanical gadget and an interesting feature of certain Western Electric coin pianos was the: (You should know the answer to this if you read our last catalogue carefully!)
   A. Automatic roll changer
   B. "Selectra" tune selecting device
   C. "Ampichron" attachment
   D. "Concertola" remote-location roll player

7. Trademarks or names of instruments made or sold by this famous firm included "One Man Orchestra" (photoplayer), Mandolin PianOrchestra, Solo Violin Piano, Mandolin Quartette, and Paganini.
   A. Link Piano Company
   B. Gebr. Weber
   C. Regina Music Box Company
   D. Rudolph Wurlitzer Company

8. Among the most popular of the Regina music boxes are those which incorporate the:
   A. Automatic disc changer
   B. Suitable bass feature
   C. "clever expression device" (louver)
   D. Patented coin detector slot

9. During the late 19th and early 20th century these were found in fine homes, palaces, and similar locations. A feature article about these appeared in our last catalogue.
   A. Gem Roller Organs
   B. Ampico reproducing pianos
   C. Welte orchestrions
   D. Mechanical Orguinettes

10. Beginning in a big way in the 1890's the market for Swiss cylinder boxes was taken over by a new type of instrument. Most of the new style instruments were made in Germany and the United States.
   A. Aeolian Duo-Art residence organs
   B. Disc-type music boxes
   C. Resotone Grands
   D. Melodeons

ANSWERS: 1-B; 2-C; 3-D; 4-B; 5-C; 6-B; 7-D; 8-A; 9-C; 10-B.

INTERESTING BOOKS
—about—
Music Boxes, Nickelodeon Pianos, Organs, etc.

We present a selection of interesting and important reference books. All are quality publications and are guaranteed to please you, or your money will be instantly refunded.

These books are an excellent way to learn about various aspects of the automatic musical instrument hobby. All prices include postage and handling. For your convenience, order by stock number such as B-1, B-2, etc.



"Player Piano Treasury" by Harvey N. Roehl. Now in its fifth large printing! This interesting and informative hardbound book contains some 28,000 words of text and is profusely illustrated with over 500 photographs and old-time advertisements. Over the years this one book has become the main source of information and enthusiasm for collectors everywhere! If you are looking for a basic introductory reference book about automatic musical instruments, then we recommend this one!

You'll read about how the player piano industry started – with the early push-up piano players. Progressing through the ubiquitous foot pumped player, once a feature of nearly every fine home in America, the book continues through to the player piano's finest hour: the reproducing piano which actually re-enacted a human pianist's performance! The Welte, Duo-Art, and Ampico histories are illustrated with many fine pictures.

During the early 20th century the nostalgic and colorful "nickelodeon" pianos and orchestrions lent their special charm to public places everywhere. Few could resist the dropping of a nickel to hear the latest ragtime hit or popular marching tune. Mr. Roehl's enthusiasm for nickelodeons is infectious – and, if you aren't bitten by

the 'bug' after you read this book, then it isn't for lack of effort on the author's part!

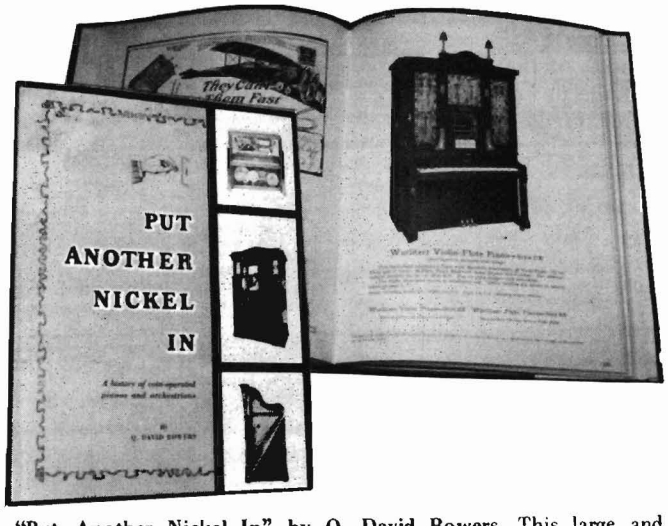
This book features chapters on the preparation and production of music rolls, the marvelous violin playing machines by Mills and Hupfeld, a survey of some interesting museum and private musical collections, and many other topics of interest. All in all, it's a superbly done book that's bound to delight you! In fact, we guarantee it will – or your money back! Just $10.00 postpaid. (Stock No. B-1)

"Rebuilding the Player Piano" by Larry Givens. A best seller! The author's first words in the book give an insight as to what it covers: "The purpose of this book is to instruct the reader how to rebuild player pianos and related instruments. It is my intent to enable an individual who has had no previous experience in player piano work to do competent rebuilding of most types of roll operated automatic pianos. This book cannot make an expert repairman out of a person who is unable to change a tire or replace a faucet washer. A certain amount of mechanical ability is essential for player piano work. However, if a reader with a modicum of mechanical ingenuity will follow this book's instructions, he should be able to do a passable job of rebuilding a player piano on his first attempt."

Larry Givens, one of America's foremost automatic musical instrument authorities, guides you step-by-step through the rebuilding of player pianos, nickelodeons, player reed organs, and other pneumatic instruments. Complete easy-to-follow instructions are given. Now, anyone with just a slight interest and ability in mechanical things will have no trouble bringing these fascinating music makers back to life again!

In addition to being lots of fun, rebuilding can be profitable. This book tells you all you want to know – from how to recover pneumatics and bellows, to how to retube a player piano, to how to achieve optimum performance – and many other topics of interest. This book answers all of your questions and even tells where to order all of the supplies you need. It is interesting to note that all of the supplies needed to rebuild an old-time player are available inexpensively today!

Just $6.95 postpaid. (Stock No. B-2)



"Put Another Nickel In" by Q. David Bowers. This large and extensively illustrated book is all about coin operated nickelodeons and orchestrions. You'll find lots of information about Seeburg, Coinola, Mills, Hupfeld, and many other firms – all illustrated with photographs and old-time advertisements.

Of special interest is an extensive documentation of the products of the Rudolph Wurlitzer Company, using hitherto unpublished information made available to the author from the Wurlitzer Archives. You'll read about all kinds of Wurlitzer instruments ranging in size from the sprightly little Pianino to the resplendently ornate PianOrchestras.

Thousands of copies were sold at $14.95, the original issue price. Now the Vestal Press, America's foremost publisher of automatic musical instrument reference books, has released a new Publisher's Edition at a savings to you of $6.00! The new price for this fascinating book is just $8.95 postpaid (Stock No. B-3)

"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, who made them, how music books are cut and arranged, etc. Included as part of the background are several chapters on music boxes and automatic musical instruments in general. A very valuable, interesting, and informative book for anyone curious about band organs and dance organs. Highly recommended! $6.95 postpaid. (Stock No. B-4)

"The Fairground Organ" by Eric V. Cockayne. This newly published book tells you all you want to know about band organs and dance organs – their history, the different types made, how they work (with many interesting diagrams and pictures of mechanisms, pipes, and other devices in the instruments), how music is arranged and cut, and other data. $7.95 postpaid. (Stock No. B-19)

"Re-enacting the Artist" by Larry Givens. This new book by one of America's favorite music authors tells the fascinating story of the Ampico reproducing piano – how it was developed, interestings aspects of Messrs. Stoddard and Hickman (the inventors of the Style A and B systems) and their lives, how music rolls were recorded by prominent pianists, and other data. Also included is a chapter on Duo-Art, Welte, and other similar instruments in general. Many interesting pictures! $5.95 postpaid. (Stock No. B-18)

"Keys to a Musical Past" by Harvey N. Roehl. This illustrated booklet is an excellent and inexpensive beginning guide to the world of automatic musical instruments in general. With pictures of music boxes, reed organs, player organs, nickelodeons, orchestrions, etc. Inexpensive enough to give as a gift to any friends interested in the hobby. Just $2.00 postpaid (or 5 for $9). (Stock No. B-7)

"The Tuning, Care, and Repair of Reed and Pipe Organs." This softbound 86-page book, originally printed around 1910, is a valuable guide to the care and maintenance of reed organs – and contains much information, including "how to tune a reed" (data found in none of the other books we offer). $3.00 postpaid. (Stock No. B-8)

–"PLAYER PIANO"–
by Arthur Ord-Hume

"Player Piano – The History of the Mechanical Piano and How to Repair It." This new book by noted researcher Arthur W.J.G. Ord-Hume will be a welcome addition to the advanced collector's library. The chapter headings give an idea of what the book holds in store for you:

Chapter 1, A History of the Mechanical Piano; 2, The Barrel Piano; 3, From Cardboard Music to Pneumatic Action and the Paper Roll; 4, The Development of the Player Piano; 5, Other Forms of Roll-Playing Instruments; 6, Overhauling the Barrel Piano; 7, How the Player Piano Works; 8, Rebuilding the Player Piano; 9, The Reproducing Piano; 10, Player Organs and Their Overhaul; 11, List of Principal Makers and Patentees.

To illustrate the book some 112 plates and 110 line drawings are provided. This is a large and a fairly expensive book, but it is worth it to anyone seriously interested in these mechanical music makers of yesteryear.

The book jacket notes: "The book tells the fascinating story of the mechanical piano from earliest times to the heyday of the instrument in the 1920's. Never before has this story been related, although the end of the player piano is certainly still within the living memory of most of us and many hundreds of these devices are still to be found in our homes.

"In addition to telling the story of the development of these pianos which strove to produce perfect music without the need for skills on the part of the 'performer,' this book sets out in copious detail exactly how these complex mechanisms work. For the owner of an instrument, step by step instructions for the restoration and preservation of both the early barrel playing pianos and the more sophisticated player and reproducing instruments are given. Their design, development, and mechanical processes are fully illustrated.

"The value of this book is best expressed in the words of one of the many famous piano manufacturers who have gladly cooperated with the author in the sifting of information. 'We are so glad that at last someone has found time to preserve for always the story of these wonderful instruments.'

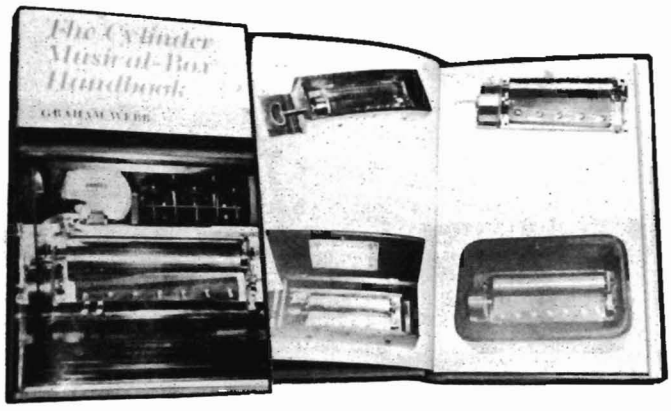
"With a resurgence of interest in player pianos, here is a work which will earn a valued place not only amongst the many player piano enthusiasts, but also with those who cherish the endeavors of a past era."

Just off the press! $15.75 per copy. (Stock No. B-20)

DO BUSINESS WHERE BUSINESS IS BEING DONE!

H&B is a beehive of activity! Instruments are constantly coming from and going to all parts of the United States and the world. If you're in the mainstream of collecting or dealing in the automatic musical instrument field then you've found the ideal source for your every requirement! Our large volume of sales permits us to operate on a very small margin of profit – meaning lower prices for you. Do business where business is being done. Do business with Hathaway and Bowers, Inc.

"Violano Wiring Diagram." A single sheet showing the schematic wiring layout for the Violano Virtuoso (based upon Violano serial No. 2036). A must for the Violano owner or repairman. $3.00 postpaid. (Stock No. B-10)

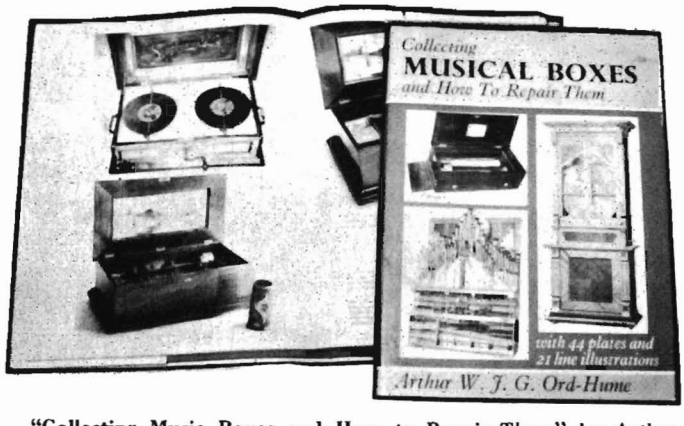


"The Cylinder Music Box Handbook" by Graham Webb. A comprehensive guide to all types of cylinder boxes with many tips and "tricks of the trade" on their care, restoration, etc. Profusely illustrated (including a cover illustration of a lovely Paillard orchestra box that was sold from one of our earlier catalogues!). A basic reference for the cylinder music box collector or enthusiast. $6.00 postpaid. (Stock No. B-5)

"The Recent Revolution in Organ Building" by George L. Miller. Originally published some 60 years ago, this basic reference has been reprinted in hardcover format. This is an important text for anyone interested in theatre pipe organs. Contains a wealth of information. 191 pages. $5.95 postpaid (Stock No. B-9)

"The Cinema Organ" by Reginald Foort. With comments by Ben Hall. A description in non-technical language of the theatre organ and how it is played. $6.00 (Stock No. B-47)

"Two Centuries of American Organ Building" by W.H. Barnes and E.B. Gammon. A view of organ building in America. Includes a chapter on theatre pipe organs. 142pp. hardbound. $5.50 (Stock No. B-48)



"Collecting Music Boxes and How to Repair Them" by Arthur W.J.G. Ord-Hume. A fact-filled and interesting text for anyone interested in disc or cylinder type music boxes and how to care for them. Just about everything is discussed – from musical snuff boxes to the histories of Regina, Polyphon, and Symphonion to how to repin a cylinder! A beautifully illustrated book. Thousands of copies sold at $7.50. Now offered at a Special Price of just $3.95 postpaid (Stock No. B-6)

"Historical Pianos" by N.E. Michel. A pictorial "tour" of pianos, clavichords, and harpsichords (including a few automatic instruments, but mostly hand-played styles) on locations in homes, museums, and other places. Interesting! 236pp. hardbound. $14.95 postpaid. (Stock No. B-49)

"Pictorial History of the American Circus" by John and Alice Durant. Now out of print – and only a few copies are on hand. A portfolio of circus history with many illustrations of famous shows and performers of the past century or two. Interesting reading. $7.95 postpaid (Stock No. B-12)

"Interesting Catalogue Reprints." We offer a selected package of reprints by the Vestal Press. 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, originals would cost you over $100 on the collectors' market. The Vestal Press has borrowed choice originals and has issued needle-sharp reprints on fine paper. You'll receive a modest-sized but highly interesting little stack of catalogues including those by Cremona, Nelson Wiggen, Wurlitzer, Regina, Seeburg, and others. $21.00 for the lot. (Stock No. B-13)

"Leabarjan Reprint." Reprint on quality paper of "The Perforation of Music Rolls with the Leabarjan Perforator." An explanation of music roll arranging for the amateur. If making or arranging music rolls has ever piqued your fancy, you'll enjoy this helpful booklet! $2.50 postpaid. (Stock No. B-14)

"Michel's Organ Atlas." A photographic scrapbook of old parlor reed organs, melodeons, small pipe organs, and related items – mainly from the 19th century. A list of makers is tabulated at the end. 141 photographs, mainly full page size. Softbound. 128 pages. Book measures 5½" by 8½" in size. $7.50 postpaid. (Stock No. B-15)

SPECIAL INTRODUCTORY BOOK OFFER: A **"Library" of Reference Books!** If you're just beginning your reference library, we'll give you a special deal to help you get started! We have selected five basic references – a total value of $31.85 at our regular prices – and offer them to you for just $25.00! Same complete guarantee of satisfaction. You'll receive: "Player Piano Treasury" $10.00; "Rebuilding the Player Piano" $6.95; "Put Another Nickel In" $8.95; "Collecting Music Boxes and How to Repair Them" $3.95; "Keys to a Musical Past" $2.00 – a total value of $31.85. Save $6.85! You're not gambling with your money – we'll send it back to you without question as per our usual guarantee if you're not 100% delighted! Just $25.00 the lot. (Stock No. B-16)

YOU'LL ENJOY COLLECTING INSTRUMENTS!

Consider what automatic musical instruments offer – and you'll see why thousands of enthusiasts enjoy them so much! For instance, these old-time music makers are:

1) Beautiful Antiques. The cabinets of music boxes are of finely crafted wood, often with carvings, inlay work, or other embellishments. Coin pianos are decorated with mirrors, art glass, lamps, and other accessories. As pieces of furniture alone – not counting their musical abilities – such instruments are beautiful antiques.

2) Entertainment Centers. What can be done with most collectors' items? Not much, you just look at them and that's it. Not so with these instruments. At the flick of a switch or the drop of a nickel they literally come alive to entertain you, your family, and your friends. As the music programs are varied you will not tire of your instrument. We're just as excited about some of the instruments we own personally as we were when we first acquired them ten or more years ago! A fine instrument will fill your home with the happy sounds of the Good Old Days. This is sentiment and nostalgia personified!

3) A Good Investment. In the course of buying many fine collections of automatic instruments – collections that were assembled over a period of years – there hasn't been a single instance in which the owner hasn't made a handsome profit when he sold to us! The outlook for future investment potential seems brighter than ever as more and more collectors join the fold. The supply of instruments remains constant – so the law of supply and demand dictates that prices will rise. We know this all too well here – our problem is buying instruments, not selling them!

4) Easy to Care For. Instruments require a minimum of care and attention. They are reasonably theft-proof and are easily stored by housing them in your own home. Given a few moments of instruction any member of your family can operate the instruments and give a "guided tour" of your collection!

5) Prestigious. Years ago the ownership of a fine music box, a reproducing piano, or similar instrument was a mark of prestige and value in a fine home. Likewise, in public places the display of an orchestrion (an instrument which sometimes cost $2000 to $10,000 or more in an era when the dollar was worth 3 to 5 times more than now!) was often the sign of a fine establishment.

6) A Lot of Fun! For this, the fun factor is one of the most important. In our home – usually when writing these catalogues, as a matter of fact – we have instruments playing. We have a lot of fun with them – and you will too!

NEW! – NEW! – NEW!

–Series Two–
THE MECHANICAL MUSIC HALL OF FAME!
–Set of six records–

The first set of six records in The Mechanical Music Hall of Fame series (our records Nos. R-90 to R-95 inclusive) were a tremendous success! In fact, this set undoubtedly is the best selling set of records about automatic musical instruments ever produced!

So, we've done the logical thing – we've come back for an encore – and have produced Series Two, another six records featuring some of the most wonderful automatic instruments ever recorded!

These six records are now being produced – and will be ready for distribution in October, 1971. Read further for more details, but briefly here is our Special Deal for you: These six records, our Stock Numbers R-101 through R-106 inclusive, list for $4.79 each (which totals $28.74 for the set of six discs). We offer discount prices on single records – and you can take your pick of any or all at just $3.95 each. Or, you may want to do as most of our readers will probably do: take advantage of our Special Deal – Series Two and order all six records for the low, low price of just $16.36! Why the odd figure of $16.36? Well, the Special Deal on our first set of six records was priced at $16.37 (for reasons we can't remember!) and, to avoid confusion in case someone forgets to tell us which set of six he wants, we are pricing the Series Two discs 1c cheaper!

The six records in the Series Two group are in themselves a veritable "tour" of automatic instruments. You'll hear music boxes of grandma's day, you'll thrill to the shoot-'em-up theatre sounds of the Roaring Twenties, you'll relax to the symphonic strains of the fantastic Maesto Orchestrion, you'll hum along with the tuneful Paganini Violin Piano, you'll swing to the sounds of a lively dance hall on Saturday night and, as if this were not enough, you'll tap your foot to the happy tunes of nickelodeon pianos of long ago!

Each record comes in a colorful jacket and has detailed historical notes on the back cover. Each disc is 33 rpm and in full stereo. The quality pressings were done by the Concert Recording Company, a leader in the field.

GUARANTEE: We guarantee you'll be absolutely delighted with the records! No "ifs," "ands," or "buts" – we guarantee you'll be 100% pleased. If after listening to these records for a period up to ten days you are not 100% delighted, just return them and your money will be refunded in full! So, you really can't lose! If you're unhappy, you'll get your money back and we'll both forget about the whole thing. On the other hand, you stand to gain a lot – a lot of fun listening to some really fascinating records play the lilting sounds of a nostalgic era!





Early Bird Bonus: As noted, the set of six records is available for the logical super-discount price of just $16.36. However, if you order your set right away (your order must be postmarked before October 31, 1971) we'll rush your set to you the moment we receive the sets ourselves – and we'll save you an extra dollar – making the net, net price just $15.36! Order right now and you'll be the first on your block to get your Series Two set – and you'll save a dollar as well! Request the "Early Bird Bonus" when ordering your Series Two set -- and enclose the $15.36 (which includes, by the way, all postage and handling charges). Note: The Early Bird Bonus is limited to readers of this catalogue only – and will not be advertised elsewhere.

Now, here is a description of the records in Series Two of The Mechanical Music Hall of Fame:

SENTIMENTAL SYMPHONY. A fantastic 3-disc American Symphonion (one of the nicest music boxes we've ever heard!), a 15½" Regina, and a Mira music box play for your pleasure. These instruments, found in fine homes around the turn of the 20th century, play for you now – just as they did for your grandmother back in 1900. List $4.79. Special Price: $3.95 (Stock No. R-101)

DANCE HALL SATURDAY NIGHT! A huge 121-key Decap dance hall organ livens things up with a dazzling repertoire of popular melodies, mainly from the 1940's and 1950's. With hundreds of pipes, three accordions, and too many other gadgets to count, the Decap organ must be heard to be believed! List $4.79. Special Price: $3.95 (Stock No. R-102)

TAKE ME BACK TO 1920! A superbly restored Wurlitzer / Philipps Paganini (reproducing piano with violin solo feature) plays favorites of the 1920's. Wurlitzer noted that this instrument "will carry the most critical audience by storm!" In any event, we think you.ll enjoy its sweet and soft lilting melodies. List $4.79. Special Price: $3.95 (Stock No. R-103)

RIP ROARIN' RHYTHM! The sounds of the nickelodeon theatre – the cops and robbers chase, the passionate love scenes, the saga of the battlefield – are brought to life on this record. A Reproduco piano / pipe organ and a Hupfeld Helios orchestrion perform with honor! List $4.79. Special Price: $3.95 (Stock No. R-104)

THE MAESTO IN CONCERT! The most popular single record we've ever released is "Maesto Music by Moonlight," a part of our first Mechanical Music Hall of Fame Series. So, here's an encore performance – with all new and different melodies – by this fabulous instrument that can represent the swinging sounds of a jazz band or the inspiring strains of a symphony orchestra with equal ease! The Weber Maesto Orchestrion plays for you! List $4.79. Special Price: $3.95 (Stock No. R-105)

JUST FOR THE FUN OF IT! The happy sounds of all sorts of instruments are featured: a goodly group of nickelodeons and orchestrions, the picking of the Encore Automatic Banjo, the ringing melodies of the Mandolin Quartette – and even an Ampico reproducing piano! A musical panorama – all on one record! List $4.79. Special Price: $3.95 (Stock No. R-106)

SPECIAL DEAL: "Series Two – The Mechanical Music Hall of Fame" set of six discs, total list price $28.74, can be yours for just $16.36 – a savings of over ten dollars! Ask for "Series Two – The Mechanical Music Hall of Fame set" when you order. Over the next year or two we expect thousands of these records to be sold. Don't wait until someone else tells you how fascinating these records are – order a set for yourself today! Remember, your satisfaction is guaranteed!

EARLY BIRD BONUS: If your order for the Series Two – The Mechanical Music Hall of Fame set of six records is postmarked before October 31, 1971, you save an extra dollar by being an Early Bird! So, if you order early just send $15.36 (instead of $16.36) and mention the "Early Bird Bonus." Your set will be sent to you immediately upon release – scheduled for October.

For your listening pleasure . . .

STEREO HIGH FIDELITY RECORDINGS of Automatic Musical Instruments and old-time nostalgia

We offer a selection of interesting and enjoyable 33rpm stereo hi-fi recordings. These are not factory "seconds" or economy pressings, but are of full original quality and fidelity.

Prices include packing and postage. To simplify your ordering use our Stock Number (such as R-1, R-2, etc.) when you order. All records are sold with this money back guarantee: If, for any reason, you are not 100% delighted, just return the record within seven days of receipt for an instant cash refund without question.

Our staff has reviewed dozens of different records and offers the following as the pick of the best – the ones we think you'll enjoy the most. All records have colorful covers with historical text or notes on the back side.

HATHAWAY AND BOWERS RECORDINGS: The records marked with an asterisk (*) were recorded "live" in our showroom. We especially recommend these!

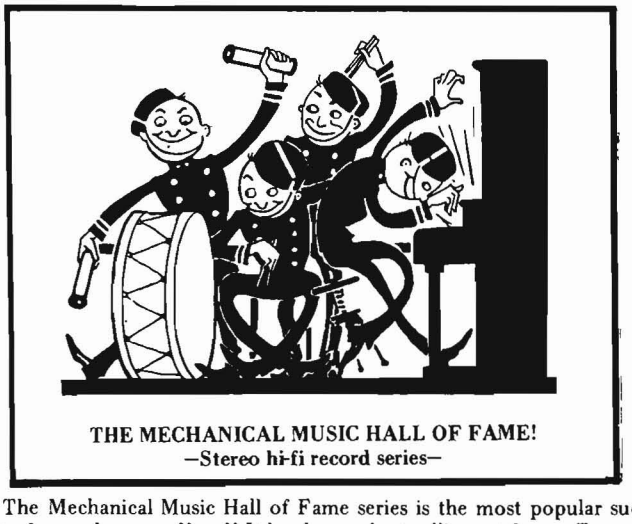
The Mechanical Music Hall of Fame*
–Set of six records–

Leading the Popularity Parade!

–Series One–
THE MECHANICAL MUSIC HALL OF FAME!
–Set of six records–

Since this set was first released in 1970 it has become the best-selling set of records we've ever offered!

Recorded in our own showrooms, Series One of the Mechanical Music Hall of Fame series contains six records, our stock numbers R-90 to R-95 inclusive. You may order the discs singly at attractive discount prices, or take advantage of our special $16.37 offer, a sharp discount from the $28.74 list price, for the set of six!



THE MECHANICAL MUSIC HALL OF FAME!
–Stereo hi-fi record series–

The Mechanical Music Hall of Fame series is the most popular such set of records ever offered! It has been a best-selling set for us. For you it will be one of the most enjoyable stereo experiences you've ever had!

PLAYER PIANO PARTY*. A Hathaway and Bowers recording featuring a lively old-time player piano – the type that's just right for a lively party! This foot-pumped Gulbransen player is representative of the hundreds of thousands of such musical entertainers that once graced parlors all over the United States. Featured on this disc are snappy QRS piano rolls of such tunes as 12th Street Rag, Way Down Yonder in New Orleans, Waltzing Matilda, In The Good Old Summertime, Tennessee Waltz, Sidewalks of New York, The Yellow Rose of Texas, Beer Barrel Polka, You Are My Sunshine, My Wild Irish Rose, When The Saints Come Marching In, and Jambalaya. Topping off the record is a non-QRS roll, an old-time "Filmusic" roll of "Way Out West" – authentic musical accompaniment to the shoot-'em-up episodes of the silent screen in the 1920's. You'll be delighted with this record! List $4.79. Special Price: $3.95 (Stock No. R-90)

MUSIC BOX MEMORIES*. A Hathaway and Bowers recording featuring thirty – count them – thirty tunes from old-time disc and cylinder music boxes. You'll hear a Reginaphone, a musical clock, a sprightly little Capital "Cuff" box, a Kalliope box, and several other tuneful gadgets play a rich program including Jolly Coppersmith, Blue Danube, Stars and Stripes Forever, Rigoletto, Tales of Hoffman, Last Rose of Summer, LaPaloma, Princess Bonnie, and Parade of the Tin Soldiers. These are some of the same boxes and tunes you may have seen and heard on CBS, ABC, NBC, and Metromedia TV feature programs about the fabulous Hathaway and Bowers display. List $4.79. Special Price: $3.95 (Stock No. R-91).

HERE'S A NICKEL – PLAY ME A SNAPPY TUNE!* Take us up on this invitation – except that it'll cost you more than a nickel now (inflation, you know!). The orchestrion featured on this record plays lively toe-tapping Coinola music. Once the star attraction of a honky tonk tavern, this jaunty automatic orchestra entertains with the music of the piano, drums, orchestra bells, and all sorts of things! You'll hear fourteen old-time tunes just like they were played way back in the Roaring Twenties! List $4.79. Special Price: $3.95 (Stock No. R-92)

THE FANTASTIC SEEBURG ORCHESTRION!* A Seeburg Style G automatic orchestra from the ragtime era entertains you with a medley of favorite tunes including Bye Bye Blackbird, Stars and Stripes Forever, Entry of the Gladiators, Blaze Away, Lantern of Love, Animal Crackers, Here Comes the Show Boat, and many, many more! When Seeburg sold this orchestrion it advertised it as: "Style G – Art Style Orchestrion. With piano, two sets of wood pipes (violin and flute), mandolin attachment, bass drum, snare drum, tympani, cymbal, and triangle. Exceptional volume. A wonderful example of the remarkable accomplishment in automatic music." Hearing this record is the next best thing to owning a fabulous Seeburg orchestrion! List $4.79. Special Price: $3.95 (Stock No. R-93)

WE BROUGHT BACK THE GOOD OLD DAYS!* A perky Cremona nickelodeon piano direct from the "good old days" sets the tempo with lively tunes! You'll hear sixteen catchy tunes including Walking with Susie, Am I Blue?, Stella, Barney Google, Piccolo Pete, If I Had a Talking Picture of You, and many, many more. As do all the records we offer, the jacket of this album has plenty of interesting reading material and historical data – to help you appreciate the music even more! The Good Old Days are, alas, gone forever. . . . Or, are they? Put this record on your turntable, close your eyes – and the Good Old Days come to life again! List $4.79. Special Price: $3.95 (Stock No. R-94)

MAESTO MUSIC BY MOONLIGHT* A huge Weber Maesto concert orchestrion plays a veritable symphony of music for you! This record must be heard to be believed! It is one of the most popular, if not THE most popular, we've ever offered for sale! The tunes on this record are of a lilting, swinging tempo you'll find hard to forget. And, to vary things a bit we've also included some music on the serious side: a violin solo with piano accompaniment, a 7-minute excerpt from Orpheus in the Underworld, and some other fancy instrumental work you're sure to appreciate! As are all of our records, this one is offered with a money back guarantee of satisfaction. You'll not only be pleased – you'll be delighted! List $4.79. Special Price: $3.95 (Stock No. R-95)

SPECIAL DEAL: "Series One – The Mechanical Music Hall of Fame" set. The entire set of six discs, total list price $28.74, for just $16.37 – a savings of over ten dollars! Ask for "Series One – The Mechanical Music Hall of Fame set" when you order. It's our guess that nearly every collector and dealer in the music box and automatic musical instrument field has a set of these records by now – but if you're an exception, it's not too late to order! Send us $16.37 now and these six records representing several hours of fascinating musical enjoyment will be in your mailbox soon!

More Stereo Hi-Fi Records!

THE FANTASTIC JAZZ ORCHESTRA!* Recorded "live" in the famous Hathaway and Bowers showrooms, this record features a tuneful Bursens Jazz Orchestra complete with many ranks of pipes, drums, an accordion, and other interesting effects. If you like organ music, you'll be thrilled by this record! Thousands have been sold – and we've received countless comments about it. You'll hear an entire program of melodies including Marianne, Col. Bogey March, Tipperary, Never on Sunday, Yellow Rose of Texas, Winchester Cathedral, Auf Wiedersehen, Mona Lisa, Music Music Music, and many, many more! Money back if you're not thrilled by all you hear! $4.79 list. Net $3.95 (Stock No. R-30)

NICKELODEONS! SOUNDS OF THE ROARING TWENTIES. Recorded from instruments in the collections of Harvey and Marion Roehl (owners of the Vestal Press) and Q. David Bowers, this record has sold thousands of copies since it was first released a few years back. A



true collector's record, this disc features a Pianolin, a Seeburg Style A piano, a Mills Violano Virtuoso, a Seeburg G orchestrion, and an impressively immense Style 12 Wurlitzer Mandolin PianOrchestra! Tunes include Entertainers Rag, Japansy, Old Black Joe, Entry of the Gladiators, When You're Smiling, Notre Dame Victory March, Swanee River, and others. Just $4.79 (Stock No. R-72)

ORCHESTRIONS – MUSICAL NOSTALGIA OF YESTERYEAR. Features instruments in the Bowers Collection, this record plays for you the melodies of a Mills DeLuxe Violano Virtuoso with Orchestra attachment, the Wurlitzer PianOrchestra, the Empress Electric Style Y (or Coinola X) orchestrion, the melodious Seeburg G orchestrion, and a Cremona Orchestral J. These old-time music makers will delight you with an array of tunes including Turkey in the Straw, Stein Song, Swanee Smiles, Singin' in the Rain, Dardanella, William Tell Overture, Smiles, Comin' through the Rye, Beautiful Ohio, and others. Just $4.79 (Stock No. R-73)

BAR ROOM AND THEATRE GEMS OF THE 1920's. Features a Seeburg Style E nickelodeon piano with xylophone and, on the other side of the record, a beautifully-toned Reproduco piano pipe organ. Recorded in Roehl Collection, these instruments play a group of delightful melodies we're sure you'll really enjoy. Released just recently, this disc is already on its way to being one of our best sellers. You'll hear why when you listen to it! $4.79 list. Special Price: $3.95 (Stock No. R-35)

ROADHOUSE RHYTHM* Another Hathaway and Bowers recording, this magnificent recording features a delightful array of old-time nickelodeons and orchestrions including a Wurlitzer piano, two different Wurlitzer orchestrions (a Style CX and an LX), an Encore Automatic Banjo, a Mills Violano Virtuoso, a Coinola Style X orchestrion, a rare Mandolin Quartette, and others. You'll hear eighteen popular tunes including Roses of Picardy, California Here I Come, My Old Kentucky Home, Intermission Rag, American Patrol, Turkey in the Straw, I'm Looking Over a Four Leaf Clover, and many, many more! $4.79 list. Special Price: $3.95 (Stock No. R-31)

WURLITZER AND WEBER ORCHESTRIONS – The Amazing Mechanical Orchestras* This record has been high on our hit parade of best sellers. Recorded in the H&B showrooms, this disc features the Weber Maesto orchestrion with its almost human expression and, on the flip side, a huge Wurlitzer Style 30-A Mandolin PianOrchestra. The musical treats in store for you include Rose Marie, My Blue Heaven, Under the Double Eagle, Lambeth Walk, The Song is Ended (but the Melody Lingers On), Sax-a-doodle, and others. $4.79 list. Special Price: $3.95 (Stock No. R-33)

FAIRGROUND FAVORITES – Music of the Circus Midway* A Hathaway and Bowers, Inc. recording featuring an array of instruments including a Wurlitzer 125 brass trumpet organ, a Wurlitzer 165 band organ, a Tangley CA-43 calliope, and a Bursens Jazz Orchestra. Both sides of the record are filled with popular tunes including In the Good Old Summertime, Swanee, Waltz of the Alps, When the Saints Go Marching In, a medley of college songs, Hello Dolly!, Chicago, and others. As thousands of other listeners have, you'll really enjoy this record! $4.79 list. Special Net: $3.95 (Stock No. R-32)

And, Still More Stereo Hi-Fi Records!

NICKEL MUSIC – Music of the Gay Nineties. Includes a variety of nickelodeons and orchestrions playing popular tunes. $4.79 (Stock No. R-2)

MORE FROM THE GAY NINETIES. More nickelodeons and a few band organs as well! Many popular tunes. $4.79 (Stock No. R-10)

FANTASTIC HONKY TONK PLAYER BAR ROOM PIANO. Features a Wurlitzer Style I piano playing favorite tunes. $4.79 (Stock No. R-5)

REGINA SINGS OPERA. 27" Regina music box from the Bornand Collection. $4.95 (Stock No. R-23)

THE MADAM'S PIANO. A cabinet-style Coinola A piano plays old-time tunes. $4.79 (Stock No. R-15)

BEFORE TALKIES AND TV. Music from a Wurlitzer Style O theatre photoplayer. $4.79 (Stock No. R-18)

FOR MY GRANDCHILDREN. The days of long ago are relived with several different pianos, organs, and orchestrions. $4.79 (Stock No. R-19)

THE EMPEROR AND HIS HAREM. Several different band organs play for your pleasure. $4.79 (Stock No. R-17)

AFTER 1309 HOURS. 1,309 hours were spent rebuilding this circus organ – so you can hear it on this record! $4.79 (Stock No. R-16)

TRUMPET FAIR ORGAN. 99-key Gavioli brass trumpet organ plays lively tunes. $4.79 (Stock No. R-14)

COME TO THE FAIR. Features a Wurlitzer Style 157 band organ. $4.79 (Stock No. R-11)

BIG BERTHA BAND ORGAN. Features a Limonaire Freres band organ. $4.79 (Stock No. R-12)

OLD TIME CIRCUS CALLIOPE. Features a Wurlitzer Caliola. $4.79 (Stock No. R-9)

BIG TOP CAROUSEL BAND ORGAN. More merry-go-round music! $4.79 (Stock No. R-7)

BIG TOP CIRCUS CALLIOPE. Features a Wurlitzer Caliola playing calliope music. $4.79 (Stock No. R-6)

CIRCUS CARNIVAL CALLIOPE. Features a Tangley CA-43 calliope. $4.79 (Stock No. R-1)

WONDERFUL BELGIAN BAND ORGAN, Volume I. Features a Mortier dance organ. $4.79 (Stock No. R-3)

WONDERFUL BELGIAN BAND ORGAN, Volume II. More Mortier music! $4.79 (Stock No. R-8)

WONDERFUL BELGIAN BAND ORGAN, Volume III. Still more Mortier melodies! $4.79 (Stock No. R-13)

GOLDEN MUSIC BOX FAVORITES. 26 different tunes on 6 different boxes. $4.79 (Stock No. R-22)

MUSIC BOX MEDLEY OF CHRISTMAS SONGS. Boxes from the Bornand Collection. $4.79 (Stock No. R-21)

OLD TIME MUSIC BOX WALTZ MELODIES. 26 waltzes played on old-time boxes. $4.79 (Stock No. R-20)

CHRISTMAS MUSIC BOX FAVORITES. More music box music! $4.79 (Stock No. R-4)

RELIGIOUS MUSIC. As played on music boxes. $4.95 (Stock No. R-53)

CHRISTMAS MELODIES. As played on music boxes. $4.95 (Stock No. R-52)

SAMPLER No. 1. Various mechanical instruments. $4.95 (Stock No. R-50)

SAMPLER No. 2. Mostly disc and cylinder boxes. $4.95 (Stock No. R-51)

CANDLELIGHT CONCERT. Two human artists plus a Steinway Duo-Art and some music boxes. $4.95 (Stock No. R-54)

PIANO ROLL HALL OF FAME. Old-time rolls of James P. Johnson, Jelly Roll Morton, and others. $4.95 (Stock No. R-80)

PIANO ROLL RAGTIME. Old time piano roll rags. $4.95 (Stock No. R-81)

QRS PLAYER ROLLS. A medley of QRS favorites. $4.79 (Stock No. R-82)

MICKIE FINN'S. Human performers play at "The West Coast's No.1 Speakeasy." $4.79 (Stock No. R-37)

WHATEVER HAPPENED TO 1910? An adventure in stereo! An expensive double jacketed record with pictorial folder. Via music boxes, organs, and human artists - not to mention 1001 sound effects you'll think you're right back there in 1910! We guarantee you'll be delighted! Expensive, but worth it. Money back if you don't agree! $5.95 (Stock No. R-36)

We present. . .

"How To Care For Your Collection"

Beginning on the next page we present "How To Care For Your Collection," an article by well-known musical historian and collector, Larry Givens.

This article will be one of several such features by prominent authors which will appear in "A Guidebook of Automatic Musical Instruments," Second Edition, now being prepared by Q. David Bowers for publication in 1972 by the Vestal Press. Further details concerning publication and price will be available next year.

HOW TO CARE FOR YOUR COLLECTION

—and other comments—

by Larry Givens

Dictionaries habitually define "collector" in terms of "accumulator." The usual treatment of the word implies a certain haphazard assembling of a body of items for purposes of study, comparison, or exhibition. Thus, I cannot escape the conclusion that few lexicographers are collectors – because their definitions of the word omit what is to me the most important facet of collecting; *pleasure.*

Since most readers of the *Encyclopedia of Automatic Musical Instruments* will be collectors, or at least persons who are interested in collecting, hopefully I may assume a foreknowledge, on the part of the reader, of the pleasure which collecting may bring. It is difficult to describe, even to those who are familiar with it. And certainly the sphere of collecting illustrates the incredible diversity of human tastes. It is safe to remark that *nothing* is too unusual or bizarre to be collected. Matchbook covers, streetcar timetables, telegraph insulators, barbed wire, cigar bands, hearses, buttons, flatirons, hatpins, electric signs... the list could go on forever.

An advanced collector will sometimes force himself to incredible expense or inconvenience to acquire a piece which closes an important gap in his collection. Recently a close friend of mine, the owner of the most complete collection of steam locomotive builders' plates in the nation, told of a 1400-mile trip he made in search of an abandoned locomotive which he had seen in a photograph. On the slimmest threads of information, he succeeded in locating this locomotive, which miraculously still bore both of its builders' plates. The tale became grim as he related the story of his struggle to remove the plates, perched on a narrow walkway beside the engine's boiler, working for hours with hand drills and chisels in a blizzard of snow and freezing rain. Night came, and he was forced to work with a flashlight, holding it in his mouth while he relentlessly attacked the corroding bulk. A concert pianist by profession, his hands – his most valuable asset – became numb and raw. Finally, with a mighty lunge he tore the last rusted bolt from its mooring, staggered to his car with his precious cargo – and is now the possessor of two of the four known examples of this extremely rare type of locomotive plate!

This story, while unusual in the degree of effort expended by the collector, is typical of similar tales which could be told by collectors of mechanical musical instruments. Perhaps some enterprising film producer will, in the future, make a short screenplay of the story of a collector of coin pianos. It could be chaptered as follows:

THE SCENT; in which the collector overhears the dim and alcoholic recollections of an intoxicated barfly to the effect "They had a big roller pianna with drums and violins and fancy glass in a speakeasy 'bout fifty mile north of here."

ON THE TRACK; in which the collector spends weeks of spare time in fruitless search of every likely spot "'bout fifty miles north."

FIRST SIGHT; in which the collector rubs a clear spot in the misty windowpane of a decaying building and catches a heart-stopping glimpse of an orchestrion sitting forlornly amid peeling wallpaper and heaps of rubbish.

STALKING THE PREY; in which the collector spends still more time attempting to locate the owner of the building and (hopefully) the owner of the instrument.

CLOSING IN; in which the collector is greeted at a creaking doorway by a senile rheumatic who croaks "Use, we had a *tea room* there during Prohibition... But I'll have to talk to my brother Harry before I could sell the piano." (Harry has been dead for four years!)

THE KILL; in which the collector presses many green bills into the hand of the confused crone, persuades her to locate the key to the building, and dashes off to a local bar to try to find some form of animal life to help him load his dearly-bought acquisition.

VICTORY; in which the collector, glazed of eye and tremulous of hand, speeds out of town in his pickup truck, wearily trying to decide how much he can safely tell his wife he paid for the latest addition to The Collection.

Of course, collecting does not need to be this arduous! In the field of mechanical musical instruments, as in most other hobby fields, a number of dealers offer a wide variety of items in restored or unrestored condition for prospective purchasers. The beginning collector may be well-advised to make his first acquisitions from a reliable dealer until he has become sufficiently acquainted with the various facets of his field to be able to evaluate for himself the condition and price of prospective additions to his collection. Every veteran collector can tell tales of "getting burned" on unwise acquisitions; and, generally speaking, purchasing from a dealer of repute is the safest, albeit the least dramatic, way to avoid the pitfalls which may lie in the path of the beginning collector.

The beginner in the mechanical instrument field will be faced with important questions has he contemplates a purchase. He must ask himself: "Can I accommodate this instrument?" Obviously, a high-rise apartment dweller can hardly collect band organs – but he may be able to collect some of the less intrusive instruments quite comfortably.

The next questions might be: "Is it worth the price?" "Is the instrument's condition satisfactory, or will I have to spend additional time and money upgrading it?" "Are new music rolls available for it, or will I have to rely on locating old rolls?" "If the instrument needs service, can I do it myself?" These and other important aspects of prospective purchases must be considered carefully.

Perhaps the least "disruptive" type of mechanical instrument collecting would center about reproducing pianos and musical boxes. These instruments were originally intended to be *lived with*, in homes, in contrast to coin pianos, band organs, photoplayers, orchestrions, and most other instruments which generally require more space. Musical boxes can be spaced about the house and provide much enjoyment when played at random moments; and a fine reproducing grand piano is an asset to any home from both the decorative and the musical standpoints.

Housing the Collection

As previously stated, I believe that the prime *raison d'etre* of collecting, in any field, is the *pleasure* which the collector receives from his ownership of the objects he collects. Yet it is an unusual collector who makes his acquisitions without regard for their market value in case unforeseen necessity should force a sale.

Within recent years mechanical musical instruments have been rising in value at a rapid pace, and this has unquestionably helped to "bail out" the hapless collector who overpaid for what he bought five or ten years ago. In my opinion, the value of mechanical musical instruments will continue to rise in future years, as the fixed (or slightly dwindling) supply will have to satisfy an ever-increasing number of collectors who will have no choice but to pay the "going price" if they want to acquire pieces. Yet, as in every collecting field, it will be the rare and very desirable pieces – the large American and European classic orchestrions, the art-cased reproducing pianos, the large and intricate musical boxes, in short, the items that were "top of the line" decades ago when they were first sold – that will set the highest price records. From an investment viewpoint, the finer the instrument, the higher the price future owners will be willing to pay for it. Rarity and the prestige of owning them have combined to make such instruments the showpieces of any collection – and the items most easily sold and for the best prices when a collection is dispersed.

As in any collecting field, the wise automatic musical instrument aficionado would do well to emphasize quality rather than quantity. Taking another field as an example, the collector of automobiles would be wiser to put his funds into one fine Duesenberg than a shed full of broken-down Chevrolets in "rough" condition!

As the collector of mechanical musical instruments struggles to fit his sixth piano into a space which can only accommodate five, his thoughts turn enviously toward the stamp collector or coin collector who can house his entire collection in one or two chests of drawers. "The space problem" is a term which needs no further definition to the instrument collector, or at least to those who have chosen to acquire the larger instruments. And, assuming that the space is found, the requirements for adequate maintenance and preservation of the instruments will then be considered. Temperature, obviously, must be controlled: extreme heat will destroy varnish and result in cracking of finishes, and extreme cold will permit moisture to accumulate with severe effects. Humidity should be kept as constant as possible to prevent seasonal swelling and shrinking of wood, with gradual loosening of glued joints, sticking or rattling of small wooden parts, and air or vacuum loss in pneumatic actions.

As far as possible, instruments should be kept away from sunlight to avoid rapid and irregular deterioration of their finishes. Ideally, instruments, as well as other objects of value, should be maintained at a temperature close to seventy degrees Fahrenheit, a humidity between forty and sixty percent (although many collectors in drier climates have found that twenty to forty percent is fine – the main thing to do is to keep the humidity constant once it is established, in order to prevent continual expansion and contraction of the wood), and in a location which is shielded from bright light most of the time. Few of us are able to give our instruments such perfect surroundings. However, possession of these instruments places, in a sense, an unwritten obligation upon their owners to provide storage conditions sufficiently favorable to their well-being that no deterioration of the instruments will occur.

Turning again to the automotive field for example, the hypothetical collector who purchases a fine classic 12-cylinder Packard and then "stores" it outdoors, fully exposed to the elements, is committing the same crime as the individual who disregards the leaking roof over his classic Weber orchestrion!

Instruments, particularly those of piano size and larger, should be moved (that is, relocated) as infrequently as possible. Regardless of how careful or how professional the moving personnel may be, in my opinion a certain amount of damage occurs each time a large instrument is relocated, and in many cases the damage is of an invisible nature. Pianos are extremely heavy objects, and if they are dropped even slightly, the shock effect to the wood fibers and glued joints is tremendous. Obviously, it does no harm to wheel a piano out from the wall for cleaning behind it – provided the casters are tightly screwed to the case, lubricated, and in good working order. But the relocation of large instruments by truck, with the concomitant loading and unloading, should be minimized. Sometimes damage can occur even when moving instruments out from the wall! I recall with particular horror an incident which occurred about ten years ago when I was rolling a large Link orchestrion forward. For some reason which I never did determine, the frame of the stained glass front was not fixed tightly to the case. As I swung one end of the instrument outward from the wall (with both hands occupied) I had the unforgettable experience of watching the glass front tilt forward in a lovely arc, then smash itself to bits on the concrete floor. Since that day I have become more cautious when moving instruments of any sort.

Humidity as a Factor in Rebuilding

A moment ago we discussed ideal storage conditions for instruments. Now it might be beneficial to survey ideal *rebuilding* conditions, as related to pneumatic instruments.

I say "pneumatic instruments" because this class of instrument is the only one affected by climatic changes to any great extent. A small percentage of instrument collectors live in portions of the country which are relatively unaffected by winter cold; but by far the larger number of collectors must contend with the effects of artificial heat on their instruments. These effects can be largely mitigated through humidification of the area in which the instruments are kept. But desirable conditions in rebuilding shops are not the same as in storage areas!

When rebuilding pneumatic instrument mechanisms, it is advantageous to keep the shop area as dry as possible. In winter this is easily accomplished by the omission of artificial humidification; in summer, air conditioning is a great help in reducing atmospheric humidity. The aim is to *pull moisture out of the wood*, so that when the parts of the pneumatic systems are assembled, screws can be tightened firmly, gaskets can be compressed to their limit, and the systems can be made virtually airtight under dry conditions. Then, when the systems are replaced in their instruments and are operated under average humidity conditions, the wood will take on moisture, swell slightly, and become even *more* airtight!

The same modus operandi should be applied even when doing routine service work on instruments during the winter months, at which time the screws in the pneumatic units and other locations can profitably be tightened to eliminate leakage.

Care and Servicing of the Piano

Many mechanical musical instruments are constructed such that a piano constitutes the main, if not the entire, portion of the instruments' sound-producing capabilities. The pianos which were incorporated into these instruments were generally of high quality, particularly those which were intended for commercial use where the going was rough and the pianos had to take a constant beating. Frequently these pianos, when unearthed today, are still basically in good condition though they may have been denied any form of maintenance for years or even decades. Since mechanical pianos (except reproducing grands) are of the vertical type, I want to pass along a few hints on the improvement of vertical piano performance.

Most important of all – *eliminate lost motion.* The most deadly enemy of the vertical action is lost motion between jacks and hammer butts. Assuming that the piano action is not too badly worn, this lost motion under the butts can be removed quickly by simple adjustment of the capstan screws at the end of the piano keys. The adjustment should be made to a point at which there is no *free* motion of the whippen and jack – that is, the hammers should begin to travel toward the strings immediately upon the slightest depression of the keys. If necessary, the leather surfaces of the butts should be lubricated with powdered graphite at the points where the jacks strike them.

The screws which fasten together the various parts of the piano action are subject to shock and vibration, and tend to loosen quickly. All screws in the action assembly should be tightened periodically, especially those which anchor the hammer butts and the whippens to the main action rail. This takes half an hour for the average upright action, but it will pay dividends. Also, grasp each hammer head and test if for tightness on its shank: these seem to have a tendency to loosen on upright actions, particularly where mechanically operated. Needless to say, the other aspects of action maintenance should not be overlooked: hammers should be shaped to a rounded striking surface, letoff should be adjusted to 1/8" from the strings, and the backchecks should be adjusted with care. A word on this final point: the repetition of the action will be much improved if the backchecks are adjusted to catch the hammers *close* to the strings. Standard practice calls for the hammers to be checked approximately 5/8" from the strings, but in my experience 1/2" is a more suitable point for mechanical piano actions.

An elementary study of physics of bellows will quickly show that a pneumatic, on a constant suction, develops maximum closing force when it is in its wide-open position. Take full advantage of this fact by eliminating lost motion between the striker rods of the player stack and their corresponding impact pads on the piano action. If lost motion is present at this point, the most powerful and useful portion of the stroke of each pneumatic will be wasted – not to mention the resultant disagreeable noise from the sharp blow of the striker rods on the pads, and the rapid wear on the moving parts of the piano action due to their being struck rather than pushed.

Many elderly pianos can be given a surprising pickup in bass tone generation by twisting the bass strings two or three turns in the appropriate direction to tighten the wire wrapping around the core of each string. The whole set of bass strings can be twisted in little more than half an hour, and the results can be amazing. Slacken each string at its tuning pin, remove the loop from its hitch-pin twist it (holding with pliers), re-install the loop on the hitch-pin, place the string through its appropriate stagger pins on the bridge, and re-tune it to normal pitch.

Speaking of tuning, this gives me the opportunity to lecture the reader on what is probably the most important facet of any mechanical musical instrument's ability to perform well. I speak, of course, of tuning. Most of us have heard the common remark of the layman; "I can't tell whether something is in tune or not" – and he may well be speaking absolute truth when he comments to this effect. However, what this same layman *could* distinguish is the quality of sound produced by a well-tuned instrument as contrasted with an identical instrument which is badly in need of tuning. Virtually any person's hearing is keen enough to discriminate in this manner, at least when comparing two instruments in quick succession. In my opinion, a feeble instrument which barely manages to operate, but which is in tune, is far easier to bear than the most vigorous and forceful instrument which is playing grossly out of tune.

I recall all too vividly an experience I had some years ago in a large city of the northeastern United States. I was paying a quick visit to a collector who had just completed restoration of a large and extremely rare American coin-operated orchestrion. He had done a superb job: the instrument was a splendid sight to view, and has he dropped a coin through the slot I eagerly watched the vacuum reservoir snap closed and the pressure reservoir fly open on the first spin of the pumps. "This will be something to remember," I thought to myself – and it surely was, although in a manner most grim. The orchestrion began producing the most petrifying racket I had ever heard. The rhythm of the music was discernible, but the composer himself would not have recognized whatever melody was playing. Mercifully, it was soon over, at which time I smiled wanly and made some inane remark to the effect, "That was really something."

A few questions about his restoration procedures brought forth the remark, "I meant to have the piano tuned while the machine was apart, but I got anxious to put it back together and begin listening to it." A quick comparison with one of the xylophone bars revealed that the average level of the piano was approximately two whole tones below the pitch of the xylophone and the pipes. At that point I suddenly recalled that I had several hundred miles of driving ahead of me and I was most regretful that I would be unable to remain longer to listen to the other instruments in this gentleman's collection.

The geometrical layout of the tone-generating portions of a piano is called the *scale* of the piano (not to be confused with the musical scales which can be practiced on the instrument). The scale designer is an extremely skilled individual, familiar with acoustics, stress relationships in metals and wood, musical requirements of

the instrument, and all the other factors which must be considered in piano production. He determines the size of the sounding board, the placement of the bridges and ribs, the tension, length, and gauge of the strings, soundboard loading, and other things. He must try to hit the proverbial happy medium between a high-tension scale which will give his piano plenty of power but a harsh tonal quality, and a low-tension scale which will provide delicacy and sweetness of tone but at a reduced volume level. Once an effective scale has been created, it is a valuable asset of the piano maker. The scale designer of one of America's leading piano manufacturers told me a few years ago that the present scale of the concert grand piano made by his company has remained unchanged for nearly fifty years, because they have found no way to improve upon the tonal qualities of that scale.

Piano scales are designed to give optimum results at *concert pitch*, which today is standardized at 440 cycles per second for the fundamental frequency of A below middle C on the keyboard. The strings of a piano exert a force of approximately twenty-five tons on the iron plate of the instrument. Over a long time, this tension will cause the pitch of the piano to drop, due to the stretching of the string wire, changes in the soundboard crown, slight rotation of the tuning pins in the wrest block, and other factors. Often old pianos will be found which are a considerable distance beneath concert pitch but which have dropped evenly over the entire span of the keyboard, and are consequently not too badly "out of tune with themselves." In the case of orchestrions, photoplayers, and other instruments in which the piano must play in unison with fixed-pitch components such as a xylophone or pipes, the piano obviously must be maintained at concert pitch or the musical results will be disastrous. But a word of warning is in order: any piano which is permitted to play below concert pitch is not producing its full tonal capabilities. Even a slight reduction in pitch will cause changes which will reduce the efficiency of tone generation. For this reason it is imperative that pianos be *maintained at concert pitch*, at which point their full tonal potential can be realized.

The present concert pitch of A=440 cycles per second has been the standard in the United States since the early 'twenties. Earlier the pitch was at the A=435 standard, so a pre-1920 instrument must be tuned to the older standard in order to achieve the desired musical results.

When restoring mechanical musical instruments containing a piano, restringing and renewal of action parts should be considered carefully. In my experience, collectors are too prone to rush into an instrument and almost automatically tear out the old strings and hammers and action parts for replacement. Obviously, there are cases in which replacement is plainly called for: badly rusted strings or moth-devoured actions cannot produce good results. But in instruments which are still in reasonably good condition, see what can be done with the original parts before making any decisions about restringing or new actions.

Perhaps the best case in point is an instrument which represents one of the outstanding pieces in my own collection. In 1963 I had the good fortune to locate a Seeburg Style H orchestrion in Canada. I purchased it and brought it to my shop; and a few cursory taps on the keys indicated to me that the piano portion of the instrument would require extensive restoration. The tone was hollow and the volume weak; the bass section was the poorest I had ever heard. Faced with what I though was major work on the instrument, I procrastinated: it sat untouched for months. Finally my ambition returned and I removed the various components of the orchestrion's upper compartment, thus exposing the piano. During the removal operation I noticed that the tubing from the piano playing stack to the upper chests controlling the pipes and xylophone had been transposed several steps downward, and I soon discovered why: the piano had gone more than two whole tones flat, and some unknown "craftsman" had attempted in a makeshift manner to keep the pipes and xylophone in step with the gradually flattening piano by relocating the tubing and thus effectively flattening the fixed-pitch components too! Probably this piano had never known a tuning since it left the Seeburg factory during the late 1920's. In an experimental humor, I decided to pull the piano up to concert pitch – an operation which must be performed carefully on insttruments which are more than one-half tone low, or a cracked plate can result. As I tuned, my amazement grew. The piano, which had been about as musical as an empty washtub at its former pitch level, *came alive* as I raised it! The volume of sound increased severalfold; the tone quality became powerful and rich! I became particularly intrigued with the change in quality of the bass section, in which (recklessly risking string breakage) I pulled the strings upward through the entire distance during one blow of the hammers, thus hearing the complete transformation of quality without any interruption.

After completing the initial tuning, I did a quick regulation of the action, removing lost motion, shaping hammer heads, and fitting the player stack to the piano action carefully. I went over the tuning again, as the instrument had fallen nearly a quarter-tone as the result of having been pulled upward such a long distance all at once. This time the tuning held reasonably well, and I shall never forget the first experience of listening to many of the rolls I had acquired, until the wee hourse of the morning, with only the piano portion of the instrument playing. Subsequently, of course, I tuned the instrument several more times, adjusted the action carefully, and twisted the bass strings, all of which served to increase the volume and quality of the piano tone still more. This Seeburg H orchestrion is one of my most prized pieces today, still playing on its original strings and action and certainly one of the most vigorous instruments of its type to be heard in this country.

If the owner of an instrument is not well acquainted with procedures of tuning and action regulation, it may be the safest course to employ a professional piano technician. It is rather a long job, at least in the case of the larger instruments, to remove the inner components in preparation for tuning the piano; and it would seem foolish to go through these procedures unless one could be sure that the tuning would hold for a reasonable length of time. Ultimately, of course, the owner of the instrument ought to learn how to maintain it, uless he has professional maintenance service. Learning how to tune aurally requires the investment of hundreds of hours of practice and experience. Many persons feel that an acceptable job can be produced with the various electronic tuning aids available through piano supply houses, and generally I would agree with this statement, providing that the person using the electronic device is completely familiar with it.

Tuning, of course, is only a fractional part of the maintenance of mechanical instruments which employ pianos. The pneumatic systems of these instruments, when properly restored, are usually quite trouble-free – but occasional attention is still required. Perhaps the simplest, and sometimes the most neglected, maintenance procedure is the periodic cleaning of the tracker bar. Many manufacturers of pneumatic instruments furnished a tracker bar cleaning pump with each instrument they sold, and this pump was not intended merely as an ornament! Music rolls, particularly new ones, shed a prodigious quantity of lint which can have a devastating effect on the performance of instruments. Frequent use of the tracker bar pump will keep the bleeds and tubing clear. In the absence of a tracker pump, a vacuum cleaner equipped with a long flat crevice nozzle can do an efficient job removing this lint.

Lubrication; Care of Belts

Any mechanical device requires lubrication. Periodic attention with an oil can will benefit bearings, shafts, and gears throughout any mechanical instrument. In the case of a pneumatic instrument, the lubrication will probably be confined to the transmission assembly driving the music roll spools, the accompanying shafts or chains powering the transmission, the electric motor, and perhaps the rods and cranks driving the pump.

The emphasis should be placed on frequency of lubrication, rather than quantity: a little oil goes a long way, and there is no need to drench the instrument! Use medium-viscosity oil in spots where it will have to work itself into an inaccessible area (such as bearings carrying shafts) – and use heavier oil, or even light grease, at points which are exposed, such as gears. Felt packing in electric motors should be kept saturated with medium oil at all times.

Most electrically-operated instruments employ belts for the transmission of power from the motor to the various mechanisms. Rubber V-belts, flat leather, and round leather belts are the types most often used.

In the case of leather belts, it is imperative that proper tightness be maintained or slippage will unquestionably result. V-belts can be operated with more slack than leather belts, but in certain cases even these can slip somewhat. The safest course is to maintain adequate tightness (enough to take out slack, but not so much that damage to bearings will result) – then use dressing on the belts. This belt dressing is most convenient to use in liquid form, but occasionally it may be supplied in stick form which is also quite efficient. By applying a small quantity to the pulling surfaces of the belts while they are in motion, the dressing will spread evenly over the surfaces, providing positive purchase and eliminating slippage. After replacing belts, particularly leather ones, make a mental note to check them periodically for tightness, as new belts are liable to stretch slightly.

Reproducing Grand Pianos

Of all mechanical musical instruments, the reproducing grand piano probably warrants the most careful maintenance. No other type of instrument is expected to produce music with the delicacy and expressive qualities of the reproducing piano. The demands made upon the instrument by the music rolls require that the piano itself, as well as the pneumatic mechanism, be maintained in top condition if the musical results are to be satisfactory.

My earlier remarks regarding tuning, action regulation, tracker bar cleaning, and lubrication apply to the reproducing grand piano just as to other classes of instruments. There are certain other additional factors, however, which must be considered in the grand. The regulation of the piano action is of the utmost importance throughout the dynamic spectrum, but particularly at pianissimo levels. The pianissimo performance of the piano will be improved if the letoff of the hammers is set slightly closer to the strings than the usual specification suggests. Most piano makers specify 1/8" as the letoff point, but 1/16" will provide a more velvety pianissimo without the frustration of missed notes. This smoothness of pianissimo is, of course, predicated upon the fact that the valve clearances in the pneumatic stack are adjusted to a maximum travel of 1/32". Excessive valve travel is *fatal* to soft playing. Another factor of prime importance in good pianissimo performance is the removal of all lost motion between the heads of the striker wires and their corresponding impact points on the lower surface of each piano key.

Earlier in this article I referred to the effect of seasonal variations in temperature and humidity on piano playing mechanisms. Reproducing pianos, with their requirements for precise adjustment of their pneumatic mechanisms, are particularly susceptible to these seasonal changes. It well befits any owner of a reproducing piano to learn how to make simple adjustments of the playing level of his piano, and these are generally not difficult even for the piano owner who is not mechanically inclined. A vacuum gauge and a test roll are always useful, but the adjustments can often be performed "by ear" with perfect results. Information and procedures for these operations can be found in other literature in the field, at least for the three types of reproducing pianos which were widely sold in this country – Ampico, Duo-Art, and Welte.

To my knowledge, in no other type of mechanical musical instrument is the electric motor situated with the armature shaft in the vertical position, as found in reproducing grand pianos. This peculiar orientation of the motor throws the entire weight of the armature on the thrust washer at the pulley end of the armature windings. I have always been annoyed by the fact that these motors were not equipped with thrust *bearings* at this point; but apparently cost factors were as omnipresent to manufacturers of half a century ago as they are today. Most of the thrust washers which are found in reproducing piano motors are made of porous fiber which absorbed a quantity of the grease with which they were originally coated and thus provided a fairly satisfactory lubrication for a number of years of service. However, the original lubricant tended to become thicker with the passage of years, and this resulted in less efficient lubrication of the thrust washer's surfaces. This led to heating of the motor, which in turn only served to solidify the lubricant still faster. I have seen these motors barely able to start themselves, much less generate vacuum to play the piano, as a result of the stick varnish-like remains of the original lubricant surrounding the thrust washer. It is imperative that these motors be taken apart for cleaning and lubrication every few years.

The old grease should be wiped away and the thrust washer soaked in a solvent to remove as much grease as

possible from its pores. It should then be re-lubricated using the best possible grade of grease (and I have found nothing which can surpass the molybdenum or lithium greases which have been developed for automotive use). While the motor is apart, the contacts and sliding parts of the starter switch should be cleaned and slightly lubricated where necessary.

Care and Repair of Music Rolls

With the notable exception of musical boxes and other cylinder or disc-operated mechanisms, mechanical musical instruments are programmed from music sheets of perforated paper. Generally these are in the form of rolls, but even the folding cardboard "book" music is only a different form of the same basic perforated sheet, the origins of which date back to the early nineteenth century. Obviously, the owner of a mechanical instrument has to have music rolls with which to play it, and this fact has caused many a headache for collectors who are faced with increasing difficulty in locating original rolls in playable condition.

Sometimes original rolls which are in damaged condition can be acquired – or perhaps, by accident, good music rolls become damaged. At this point, the collector is faced with the necessity of repairing these rolls; and there are certain procedures which are wisely followed or additional damage may result when the rolls are played.

Music rolls can be repaired with tape, and it is of prime importance that the tape be of the permanent type which will not deteriorate with age. Ordinary pressure-sensitive mending tape is short-lived, and within the space of a few years it can turn music rolls into useless masses of gummy paper. Certain pressure-sensitive tapes are designed for book mending, and this variety is generally safe for music roll repair (Scotch No.810 "Magic Mending" tape, not to be confused with ordinary "Scotch tape," is the most commonly found permanent tape).

In lieu of permanent pressure-sensitive tape, very satisfactory music roll repairs may be made with thin gummed "onionskin" tape, also made for book mending, which may be purchased at stationery supply stores. In the event one is hapless enough to acquire gummy rolls which have already been "repaired" with common pressure-sensitive tape, the tape can be removed by liberally soaking the back side of the paper with cigarette lighter fluid, which will soften the sticky portion of the tape enough to permit peeling it off and wiping away the remaining adhesive from the paper's surface.

Music rolls usually sustain their damage along their edges. Frequently only one edge of a roll will be torn or frayed, in which case the obvious repair procedure would be simply to apply tape along the damaged edge. However, this is a pitfall which an experienced roll-repairer will avoid! Application of tape to one edge of a roll will create an uneven buildup of the paper on its spools as it plays and rewinds on the instrument. The result may well be far greater damage to the roll than before! Also, the paper of the roll will acquire a permanent warp from the irregular stresses generated by the tight winding of the paper on its mended edge and its looseness on the opposite edge. When repairing music rolls, place the tape on *both* margins of the paper, to create an even buildup on the spools and equalize the tension on the paper as it passes over the tracker bar. Admittedly, this is twice as much trouble as taping only one edge; however, it will give excellent results, and it will serve the additional purpose of protecting the undamaged edge during future playing.

In the case of severely damaged rolls which are missing portions of paper, new sections may be set into the rolls quite successfully by tracing the outline of the missing sections onto new paper, cutting out the traced areas, and fitting them into the vacant spaces in the rolls. Tape the new section into the roll in such a manner that the edges of the new and old paper butt against each other (rather than overlap) to avoid uneven buildup of the roll on the spool as described in the preceding paragraph. Trim the marginal edge of the new paper *after* it has been taped into place, using a very sharp cutter and a straightedge.

In the event that music rolls require splicing, always arrange the splice such that it is diagonally oriented with respect to the roll margins. This will cause the splice to pass across the tracker bar during an interval of one or two seconds, rather than all at once – and the probability of air leaking under the paper will be reduced.

Many music rolls were manufactured in such a manner that their perforations contain "chain links" of paper which cross the perforations at intervals and provide lateral strength and resistance to sidewise buckling. Since these links must necessarily be quite small to avoid unwanted repetition of the notes being played, they are weak and are easily torn out. Their function is vital to music rolls with extended perforations (such as reproducing piano rolls), and in some cases they must be restored or the roll cannot be used at all. This can be accomplished by completely taping up the perforations, then re-punching the chain links with a sharp round punch of proper diameter (obtainable from suppliers of collectors' restoration materials). The tape will bridge the perforation and will provide chain links which may be considerably stronger than the originals. This same method may be used for strengthening music rolls by adding chain links to perforations which contained no links originally. In this case, the adhesive surface of the tape which is exposed through the perforation area should be rubbed with talcum powder to prevent unwanted adherence to the next layer of the music roll.

Although it may seem too patently obvious to warrant mention, I cannot forbear a brief reminder of the importance of proper alignment of music roll spools for long roll life. Virtually every type of roll-operated mechanical instrument contains some provision, either automatic or manual, for aligning the two roll spools with the tracker bar and with each other. Occasionally setscrews loosen, springs weaken, automatic tracking mechanisms malfunction, or some other cause will distrub the alignment of the entire spool box and tracker frame. Though his is admittedly an uncommon occurrence, it is good practice to glance at any music roll during the first few moments of its play, to catch any misalignment of the spools of the tracker bar.

Whimsy

After twenty years of active collecting, I am reluctantly forced to conclude that the large segment of the population who are not collectors will never completely understand those of us who do collect. Through the years, thousands of persons have viewed my

own collection of automatic musical instruments, and the great majority of these people have been intelligent, well-mannered guests who were genuinely interested in what they saw.

Inevitably, however, a small percentage of *infidels* have managed to get into the act. To these people the finest example of a rare and desirable instrument is a "crazy gadget" which is more an object of derision than something to be taken seriously. A typical dialogue might run along this line:

Infidel: "These things are all for sale, right?"

Collector: "No, these represent my personal collection and they are not for sale."

Infidel: "Well then, why do you have them? I mean, what *good* are they?"

Collector: "I have them because I *like* them. I'm interested in them historically as well as from the musical and mechanical standpoints."

Infidel: "You mean to tell me that you have these things just to keep for *yourself?*"

Collector: "That's right."

Infidel: "Gee, aren't they in good condition for being so old!"

Collector: "Most of these instruments have been painstakingly restored. They represent an expenditure of hundreds of hours of difficult work, and I can assure you that they were not in this present condition when I acquired them."

Infidel: "How much is all this stuff worth?"

Collector (grimly): "It's difficult to appraise these items because their values are changing, and I haven't attempted to add up their total worth."

Infidel: "Do you ever turn all of them on at once?" (usually accompanied by uproarious laughter).

Collector: "Get out. *Out. Out! OUT!!!*

But, somehow we struggle through these wearisome incidents, which fortunately are outweighed by the many pleasures which result from our stimulating pursuit of mechanical instruments. Surely no one can deny that in terms of the expansion of historical awareness and appreciation, the cultivation of musical discernment, and the development of many excellent and long-standing personal friendships, collecting automatic musical instruments is a hobby which can be matched by few others.



RESEARCH AND STUDY

At Hathaway and Bowers, Inc. we're extremely interested in the historical study of automatic musical instruments of all kinds. We believe that the history of these old-time music makers is fast slipping away – as the industry, which once employed tens of thousands of persons up to the late 1920's, is no longer with us and the persons once connected with the industry are no longer alive in most instances and are difficult to locate in other instances.

If you have unpublished historical or research information concerning any important aspect of disc or cylinder music boxes, reproducing pianos, coin pianos, orchestrions, photoplayers, dance organs, band organs, or other facets of the automatic musical instrument field we would like to hear from you!

Illustration at left: A Model A Hupfeld Phonoliszt Violina violin player (with expression piano accompaniment) owned by the Netherlands Film Museum (address: Stedelijk Museum; Paulus Potterstraat 13; Amsterdam, Holland). Photograph courtesy of the directors of that institution.

Museums all over the world are becoming conscious of automatic musical instruments – and the fascination they hold – a good sign of what we hope is a growing trend!

QUESTION AND ANSWER FORUM

We invite our readers to submit questions, new research information, historical notes, etc. The comments and questions of the most general interest will appear in this column.

QUESTION: I would like to obtain a classic orchestrion of the tall, keyboardless type. But, due to space limitations in my home, I can accommodate just one such instrument. So, I would like to know what types of classic orchestrions were made and what the most popular makes were or are. Your advice would be appreciated.

ANSWER: Classic orchestrions are a large subject in themselves, and we can only touch upon a few points in this column. You may want to refer to our "The Glory That Was Welte" article which appeared beginning on page 62 of our last issue, Catalogue No. 16, for general background information on these. While that article concerns the firm of M. Welte & Sons, the information concerning how these were used is generally applicable to other orchestrions of the same era.

Generally speaking, the golden era of classic orchestrions – and by "classic" we mean the really large keyboardless orchestrions measuring 8' or more in height – lasted from about 1905 to 1920, although a few makers (such as Imhof & Mukle and Welte) produced roll-operated classic orchestrions earlier and a few instruments (such as the Hupfeld Pan Orchestra and the Weber Maesto) were of a later generation.

Here are some of the leading orchestrion styles of that period:

HUPFELD: The firm of Ludwig Hupfeld produced two main types of classic orchestrions. The Helios instruments, popular from about 1908 until the mid-1920's, were undoubtedly the most popular orchestrions ever made – in terms of the quantities produced. While production figures are no longer available (having been destroyed during World War II), Helios orchestrions were evidently made by the thousands. In America they were distributed by Ernest Bocker of New York City. The Hupfeld Pan Orchestra, a "second generation" orchestrion with elaborate expression and reproducing effects, was introduced around 1913 and was sold until about 1930. The Pan uses a 124-note roll and represents the most sophisticated type of orchestrion ever marketed in quantity.

IMHOF & MUKLE: Large roll-operated orchestrions were made by this firm mainly in the late 1890's and in the first two decades of the 20th century. Imhof orchestrions tonally resemble Welte instruments. Made primarily for residential use and for use in what they used to call "refined locations" years ago (hotel lobbies, club parlors, etc.), the voicing is soft and of the "background music" type. Expression is obtained by turning on and off various ranks of pipes, rather than by swell shutters (although shutters are used in some instances – particularly for solo ranks). Imhof instruments use rolls of heavy manila paper which is so strong that Imhof advertisements depicted two tough-looking gentlemen tugging on a roll in a vain attempt to tear it! Imhof instruments bore interesting names – Badenia, Zanetta, Lord, Tribute, Tell, Venus, and Valkyrie are examples – and were distributed in the U.S.A. by Ernest Bocker.

PHILIPPS: The firm of J.D. Philipps & Sons produced two main orchestrion types: the Pianella and the Paganini. Pianella orchestrions came in two varieties. Generally, those with one to six ranks of pipes used "PM" rolls and those with seven or more ranks used "PC" rolls. The former type was imported by Rudolph Wurlitzer and sold as the "Mandolin PianOrchestra" in several dozen different case stylings. The latter type was also sold by Wurlitzer, who named it the "Concert PianOrchestra." Paganini orchestrions were introduced about 1911. Basically, the Paganini orchestrions consisted of a reproducing piano with one or more (usually three to six) ranks of violin pipes. As the piano and pipes each operate from separate holes on the 130-note roll, elaborate solo effects are possible.

POPPER: Popper & Co. orchestrions were primarily popular from about 1905 to the late 1920's. Made in a wide variety of case designs and styles, these instruments were popular for their "sweetness of tone."

WEBER: Gebr. Weber manufactured a long line of orchestrions. The ones most desired today are the "second generation" instruments of the 1920's: the Otero, Solea, and Maesto. A fantastic orchestrion, the Elite, was produced in the 1920's. This instrument had five or six separate solo sections, each one of which had its own expression chamber! Unfortunately, only three of these were made. Still more unfortunately, all have seemingly perished from the face of the earth.

WELTE: Refer to the aforementioned "The Glory That Was Welte" article for an in-depth view of this firm. Welte produced a wide line of classic orchestrions – instruments which really "caught on" with royalty and the social elite – with the result that these were once fixtures in European castles and, here in America, in Fifth Avenue mansions, Newport (Rhode Island) summer "cottages" and in similar places.

WURLITZER: The Rudolph Wurlitzer Company sold over 1,000 of the previously mentioned PianOrchestra and Paganini orchestrions made by Philipps. In addition, about 100 Mandolin PianOrchestras were assembled in Wurlitzer's North Tonawanda, N.Y. factory, mainly in the 1913 - 1916 era.

QUESTION: I plan to take several music boxes, mostly table top size disc and cylinder instruments, on a lecture tour. As the volume of sound produced by one of these music boxes is hardly sufficient to fill an auditorium I will have to amplify them. Can you make some suggestions?

ANSWER: Experimentation is the best way to assure success in this regard. The use of a contact-type microphone which attaches to the music box sounding board (or to the bottom board, if the instrument has no sounding board) will result in the richest tonal quality. However, it is important that all joints and wood fittings be glued or screwed down securely. Otherwise buzzing and rattling tones will be amplified just as clearly as the musical notes! Or, you might find that a regular microphone yields satisfactory results.

If your presentations do as well as those of others you'll find that your audience will contain eager buyers for books and records about the instruments. You may want to investigate stocking these and offering them for sale at the auditorium entrance after the show.

QUESTION: Is the Capital "cuff" box a disc box or is it a cylinder box? Or does it belong in a separate category. My reason for asking is that music boxes are usually classified as being either disc or cylinder types – and this one seems to be neither.

ANSWER: The Capital "cuff" box is a hybrid and has features of both systems. The "cuff" is made of a flat piece of sheet metal (with punched projections – a la disc boxes) which was given a conical form by wrapping it around a mandrel and then sealing the edges.

On page 408 of "A Guidebook of Automatic Musical Instruments" (out of print since 1967 – a new and completely revised version is to be published by the Vestal Press in 1972) we noted:

"The Capital music boxes, manufactured by F.G. Otto & Sons of Jersey City, N.J. were unusual in that they employed a 'cuff,' a hollow sheet metal truncated cone with the music represented by raised projections, somewhat in the manner of the projections on a Regina disc. Hughes Ryder, writing in the Musical Box Society 'Bulletin,' theorized that the unique 'cuff' idea was a way to circumvent the Regina disc patents. Evidently production of the Capital boxes was accomplished during the 1895 - 1897 years. . ."

Another type of hybrid you-classify-it type of music box was made by Roepke and used a key frame and folding cardboard music books! Otherwise the music box was rather normal and had the appearance of a small cylinder instrument.

QUESTION: For my office I am considering buying a group of disc music boxes. I am an M.D. and I think such a display will add interest and help the time go faster in the waiting room for my patients. Can you suggest five or six instruments which would be suitable for this purpose and which, at the same time, would be worthwhile from a collector's viewpoint?

ANSWER: How's this for a list? One each of the three popular Regina disc sizes: 15½", 20¾", and 27" diameters. For variety, you might include an automatic disc changer as one of these types. Then, one each of the Polyphon and Symphonion boxes will bring the total up to five. There are many different Polyphon and Symphonion styles to choose from in this catalogue (assuming that you might want to buy the instruments here). For variety you might consider a grandfather's clock with a disc music box in it.

In our own local area Dr. Richard Siggers incorporated a somewhat similar collection in his waiting room. It attracted so much attention that large illustrated newspaper article was written about it!

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BEAUTIFUL REGINA 27" CHANGER
–Very late Style 34–

With serial no. 65312, this is one of the latest Regina changers made. Sold as the Style 34, it had this original catalogue description:

"Orchestral Corona, No. 34 – With Piano Sounding Board. With automatic tune changing device. Long running, with coin attachment. Two large combs with over 175 tongues (teeth in the music combs) embracing over seven octaves..."

Dimensions of this Regina are: 38" wide by 24" deep by 5'7" high. The case is of mahogany. "REGINA CORONA" is etched on the back side of the lower glass panel, as are several embellishing curlicues.

Recommended to do are: minor veneer work on the bottom edge of the cabinet; overall refinishing of the case. No work to the music box part or the changer part or other interior assemblies is needed.

Put this one in your living room, and the entire family will enjoy operating it! We know, we have one in ours!

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