

HATHAWAY AND BOWERS, INC.

PRESENTS DESIRABLE . . .

AUTOMATIC MUSICAL INSTRUMENTS For Sale

Catalogue No. 9 June, 1969

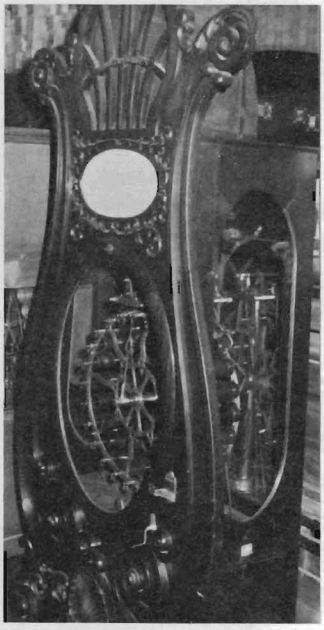
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You can telephone us 'til 10 pm evenings and weekends at the above number, via a special switchover line. Office hours are by appointment: Monday–Friday 9 to noon; 1 to 4 pm. Saturdays 1 to 4. We are located halfway between downtown Los Angeles and Disneyland. Take the Florence Avenue exit from either the 605 or Santa Ana freeway.

Price of this catalogue: $2. Subscription for the next 6 issues is $5 in the U.S., Canada and Mexico. Elsewhere it is $9. Your subscription renewed free if you purchase $10 or more worth of items from us per year.

This catalogue cancels all previous catalogues and price quotations.



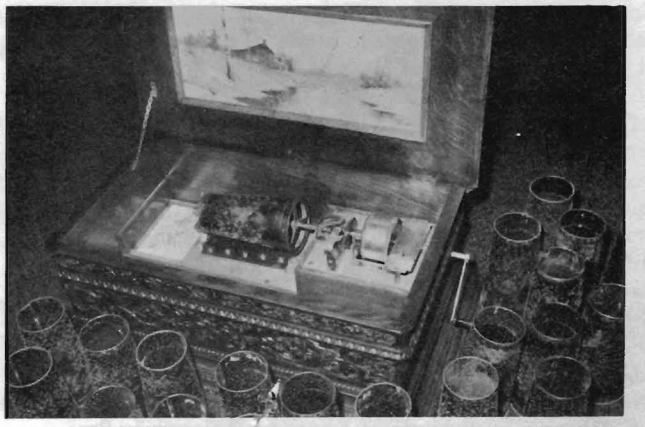


Among the interesting items for sale in this catalogue are the ornate Mills Violano shown above and the Multiphone (right).

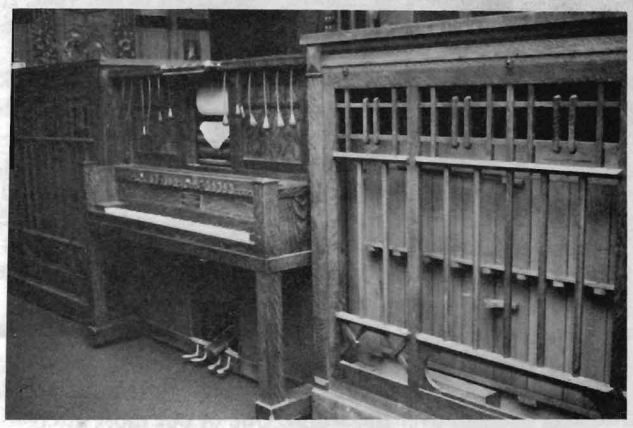
How to stay on our mailing list for 1969. . .

Do you enjoy receiving these catalogues??? More interesting, informative and value - filled issues are on the way!

If you made a purchase from our firm in 1968, or if you make a purchase from this present catalogue (books, records, instruments – anything for $10 or more), or if you have sent $5 for a subscription you will continue to receive these catalogues as they are issued. If you are not in our "active" file, either place an order from this catalogue or send $5 for a subscription (the best value in the hobby today!) to stay on our mailing list. **Otherwise this will be your last catalogue from us.**



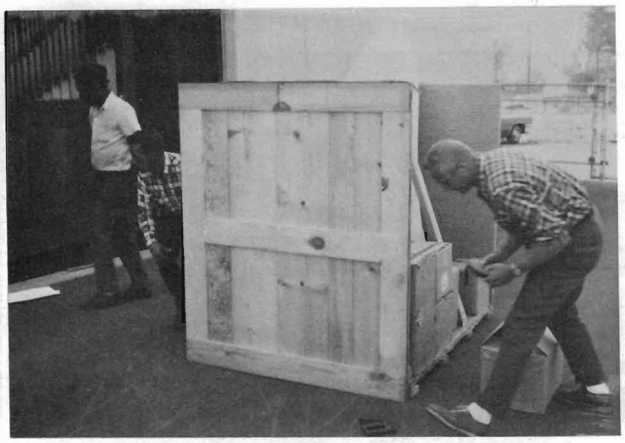
See page 13 for details on this beautiful Capital "cuff" box.



A history of the American Photoplayer Co. by Tom B'hend is followed by the offering of a Style 45 Fotoplayer. (p. 58).

Thank you for your continued wonderful response to our catalogue offerings. Orders are still coming in from our Catalogue No. 8 as we are writing this. It is interesting to note the far-flung places to which our instruments travel. We always receive a goodly number of orders from Europe – and this last listing was no exception. In the other direction on the globe, we had an order from New Zealand for an organ and another from Australia. Mr. Vernon Brown of Tokyo, Japan is now the owner of a beautiful Chickering Ampico "B" which left by freighter a month or so ago.

The Mermod Freres orchestra music box shown as the first item in our last catalogue now "lives" in Spokane, Washington. The beautiful double musical tableau went to Virginia. To the East Coast went quite a few music boxes, nickelodeons and other pieces. Dr. Robert Miller, proud owner of a magnificent Gavioli fairground organ obtained via us a few years



Crating of an automatic instrument takes place before shipping it overseas. This one is on its way to Japan.

ago, added the Seeburg KT with violin pipes to the collection in his Connecticut home. Three of the organs featured in our last catalogue stayed a bit closer to home: the large Reproduco went into the collection of Mr. and Mrs. Bill Schutz of Los Angeles; the Aeolian Orchestrelle and the Orchestrone are now a part of the exhibit of Mr. Dan Tillmanns of Norco, Calif.

Dance organs are increasing in popularity. A few years ago there were only one or two in the United States. Since that time (and our purchase of the fabulous Bursens inventory) the number imported by us and others has grown to around 50 instruments. As is the case with many other music-makers, one tends to sell another. Mr. Larry Givens, well-known Wexford, ra. author, collector and roll manufacturer, heard the Belgian organ owned by Mr. Steve Lanick of nearby Pittsburgh, liked it – and, to make a long story short, is now the owner of an attractive Decap dance organ from our stock. Mr. Walt Bellm, owner of Bellm's Cars & Music of Yesterday museum in Sarasota, Florida, purchased an Arburo organ from us last year. It proved to be an excellent attraction (stop in and hear it sometime!), so he ordered a second one from us. In this issue we present a detailed description (which took us about two weeks to prepare!) of the dance organs we have in stock – and, better yet, we give special prices on them.

Since late last year we have traveled 20,000 miles or so in the quest for instruments. Many of our new purchases, including gems from collections in Minnesota, Texas and New York, are included in this catalogue. Not all was business, however. In December Terry Hathaway found a week to vacation in the Hawaiian Islands. His trip was highlighted by a visit to the dean of collectors there, Mr. Wally Yee – who owns the Royal Pacific Shows in Honolulu.

Our showroom has become a Mecca for automatic music enthusiasts from all over the world. One of our most interesting recent visits was from a Frankfurt-am-Main, Germany collector. In a number of years of buying automatic instruments in that country he had never come across a large orchestrion. It was a pleasure to play for him a Philipps (Wurlitzer) orchestrion made in his home town sixty years ago! If your vacation or business plans include a trip to California, by all means plan a visit to our office as part of your itinerary. But – be sure to let us know you are coming so we'll be here to expect you. When we are away from the office our musical showroom is closed.

Special – In this issue. . .

Save several dollars on our special 3-album *Marvels of Mechanical Music* hi-fi record series – just $9.95 the set of 3. See our record section in this issue for other good buys.

Save $500.00(!) on the purchase of a dance hall organ. See our special offer on Arburo, Mortier and Decap organs.

Check this catalogue for **the best buys in mechanical musical instruments today!**

If you can't visit in person then the next best thing is a telephone call. Remember to call us collect when ordering any item for $100 or more. Our new switchover line makes it possible for you to call us on weekends or any evening until 10 pm Pacific time (1 am Eastern time!) – so don't hesitate to call us at night.

Automatic musical instruments are not just a business with us – they are a deep personal interest also. If you have any questions concerning any aspect of an instrument – its history, how to rebuild or regulate it, etc. let us be of help. While this service is primarily intended for customers who have bought instruments from us, we're always glad to help with an instrument purchased elsewhere. There's no charge for our advice.

We offer instruments in two basic conditions: playing and non-playing. Music boxes, of course, are nearly always in playing condition (unless we note otherwise), but a good portion of the pneumatically-operated nickelodeons, organs, etc. need regulating, partial rebuilding or full rebuilding. If you are inclined to work on the instruments yourself (it is a lot of fun!) then we'll gladly help you with locating supplies and needed parts and guide you in any way you direct. Or, if you want us to do the rebuilding to your specifications this can be accomplished also via our own staff and our many suppliers. Either way, let Hathaway & Bowers, Inc. provide the prize instruments for your collection!

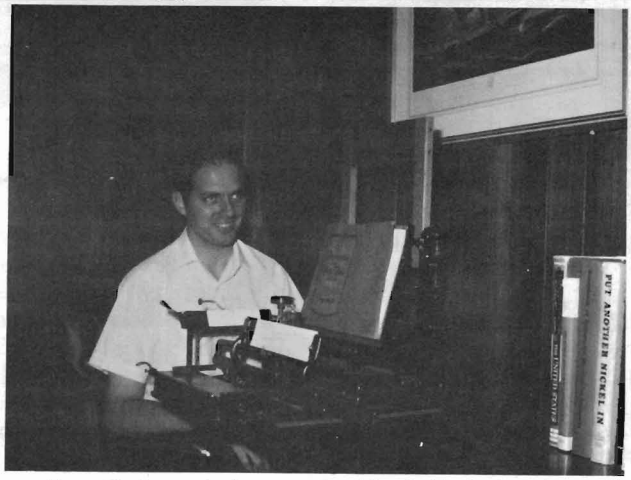
If you're an "armchair" collector and derive your collecting pleasures via books and records, be sure to check our listing of these carefully. Note our special deal on the 3-record *Marvels of Mechanical Music* series. For a real listening thrill, order the *Whatever Happened to 1910?* record – it is almost like being there in 1910 in person! Your 100% satisfaction is guaranteed.

This catalogue offers a large selection of automatic instruments of all types. Whether you would like a small table-top music box or a large organ or orchestrion you'll find something of interest – and at very competitive prices (over 50% of our sales are to dealers and commercial customers). When you compare prices, compare quality too – and you'll see the reason for our the tremendous volume of business that has made us the world's largest dealers in automatic musical instruments.

We have endeavored to be careful and complete with our descriptions, but if you have any additional questions concerning any aspect of any item, don't hesitate to ask us. There's absolutely no obligation to buy – just the *opportunity* to acquire fine pieces at what we consider to be very reasonable prices.

Happy hunting! We hope that you'll find some items of lasting value and pleasure in the pages to follow. We'll look forward to hearing from you by telephone or letter.

———Terry Hathaway
———Dave Bowers

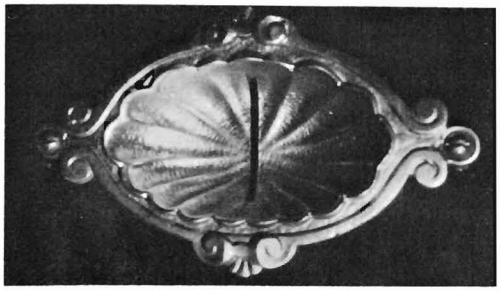


Terry Hathaway is shown at the side of a Leabarjan piano roll perforator.

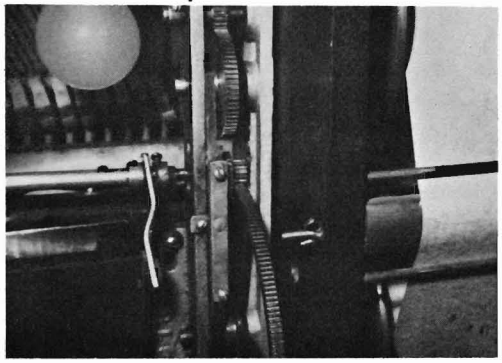
MUSICAL QUIZ

The musical quiz in this issue is a bit different. Equipping our camera with a close-up lens we ambled about the premises and took pictures of selected parts of different music boxes, nickelodeons, etc.

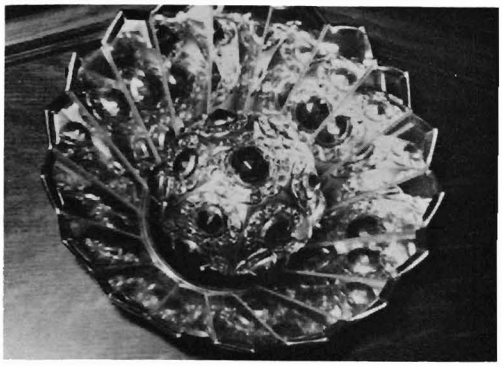
The results of our photography are shown below. See how many of the parts you can identify. Answers are given at the end.



1. This ornate brass casting was made during the 1890's. It is a:
   - A. Grease cup from a Wurlitzer PianOrchestra.
   - B. Ornament from a disc storage drawer in a Regina music box.
   - C. Coin slot from a Polyphon music box.
   - D. Trademark/escutcheon by Mermod Freres.



2. This assemblage of gears, etc. is well known to most collectors of nickelodeon pianos. It is part of:
   - A. The so-called "famous Seeburg rewind system."
   - B. A Wurlitzer Automatic Roll Changer.
   - C. Wurlitzer patented coin detector slot.
   - D. Welte roll frame transmission.



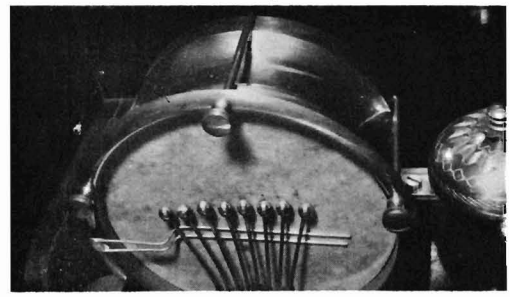
3. This jewel bedecked "wonder light" was original equipment on a:
   - A. Western Electric "Derby" piano.
   - B. Hupfeld Phonoliszt-Violina violin playing machine.
   - C. Wurlitzer CX orchestrion.
   - D. Herschell–Spillman merry-go-round.



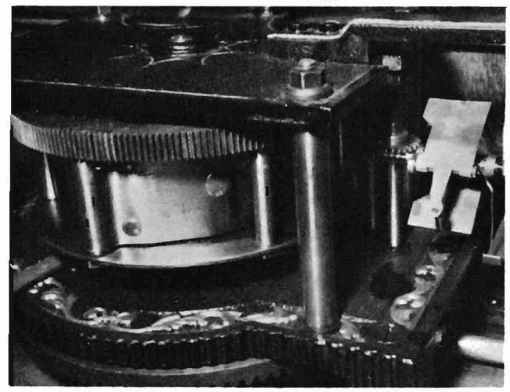
4. The reproducing piano enthusiast will recognize this control panel as being the tempo regulator for a:
   - A. Welte Licensee Baldwin grand piano.
   - B. Style A Ampico upright piano.
   - C. Style B Ampico grand piano.
   - D. Steck Duo-Art grand piano.



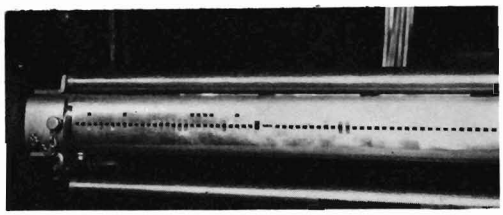
5. This somewhat odd-appearing device is from a Hupfeld Pan Orchestrion. Similar gadgets were used on many photoplayers. It measures about 4 inches wide and is a:
   - A. Automatic oiling system for the coin accumulating mechanism.
   - B. High pressure reservoir for trumpet pipes.
   - C. Mechanical bird whistle.
   - D. Vacuum sensor for the tracking mechanism.



6. This small snare drum with eight beaters is of a type commonly found on:
   - A. Swiss cylinder music boxes.
   - B. Polyphon/Regina Concerto orchestrions.
   - C. Imhof & Mukle orchestrions.
   - D. Aeolian Orchestrelles.



7. This powerful spring mechanism provides the means of driving a:
   - A. Large upright Polyphon disc music box.
   - B. Apollo upright player piano rewind system.
   - C. Cretors popcorn machine.
   - D. Rhapsodist Orchestra.



8. Here's a technical one! This view of part of the tracker bar shows multiplexing holes and part of the roll alignment mechanism. It is from a:

A. Seeburg G orchestrion.
B. Philipps Paganini orchestrion.
C. Hupfeld Pan Orchestra orchestrion.
D. Wurlitzer "Concert Organ" 97-note roll player.



9. This view of part of the idler arm and disc is from a 20¾" disc music box made by:

A. Paillard & Co.
B. Boulton & Watt.
C. The Regina Music Box Co.
D. The Symphonion Co.



10. These tiny metal mechanical "fingers" are part of the mechanism to operate the:

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

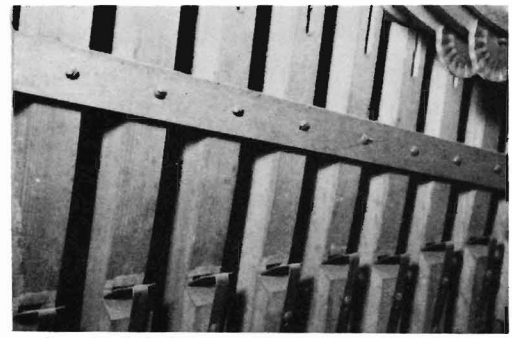
ANSWERS: 1–C (from an upright 15½" model); 2–A (photo is of the mechanism from a Seeburg L, but the same mechanism was used on most other Seeburg styles); 3–C; 4–C (a Chickering grand); 5–C (the container is filled with light oil or glycerin; the tubular part is a metal flute which,as it blows into the liquid, produces a warbling sound); 6–A; 7–A (an upright 19 5/8" disc model); 8–C (multiplexing enables the 124-note wide tracker bar to have the capability of over 200 holes comprising 7 different musical scales); 9–C; 10–A.

About Automatic Musical Instruments. . .

QUESTIONS AND ANSWERS

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

QUESTION: I am building my own homemade orchestrion. I plan to add some ranks of pipes to it. On what pressure do orchestrion pipes operate? What types of pipes are best?
ANSWER: Traditionally, small orchestrions such as the Seeburg Style G, the Wurlitzer BX and CX, small keyboard Hupfeld orchestrions, etc. used either a rank of flute pipes or a rank of violin pipes – or one rank of each.



A rank of violin pipes. The sloping strip is the rack which holds the pipes in place. The "frein" or harmonic brake – a piece of brass – is at the mouth of each.

The flute pipes give a relatively pure sound (with few overtones) – just like a regular flute. Violin pipes, on the other hand, have many overtones and give a "raspy" or "string-like" sound in imitation of a violin. Violin pipes usually have a brass harmonic brake (or *frein*) at the mouth by means of which the tone quality can be regulated.

In the old days violin and flute pipes were usually made of wood. Today metal pipes are less expensive and are easier to obtain. These can be ordered from an organ supply house. Although the metal pipes do not have the same appearance (naturally) as the wooden ones, the tonal characteristics are about the same.

We would recommend staying with these two traditional ranks when building your instrument. Each of these types is inexpensive, each is easy to keep in tune, each is durable and each sounds different from the other – giving a tonal variation. If you plan on more than two ranks we might suggest a rank or two of reed pipes – a mellow clarinet and a sharp oboe horn (sometimes called *trumpet* or *jazz trumpet* by orchestrion makers), for instance. However, if you go to a larger number of ranks you will also have to take into consideration the capability of the roll you are using – and use one of the large orchestrion rolls.

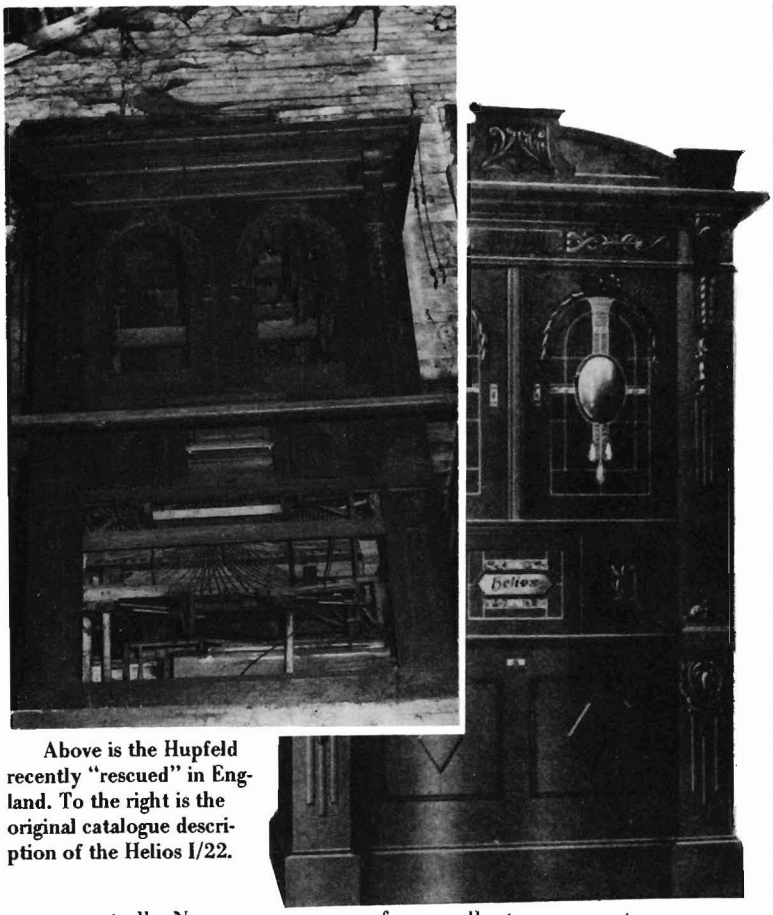
The pressure used on orchestrions varied from model to model, but generally speaking, most used about 5" to 6" of wind. By way of comparison, many band organs are voiced on 10" to 14" of wind pressure – in order to obtain the required loud volume.

QUESTION: (From C.F.M. of Rochester; Kent; England): I have just acquired an organ built by Keith Prowse which I hope eventually to restore to its original playing condition. All the mechanical parts are there but, unfortunately, some of the instruments are missing. It is paper roll operated, but there were no rolls with it when I obtained it.

I am enclosing a photograph of the organ, the size of which is approximately 8' high, 5' wide and 3' deep... I wonder if from this information you can give me any idea of how old the organ is, what instruments should be in it and any other details?

ANSWER: The instrument which you now own is a Hupfeld Helios Style I/22 orchestrion. It was manufactured circa 1910 –1914 by Ludwig Hupfeld, A.G. of Leipzig, Germany.

Keith Prowse, who, incidentally, is still in business as a travel agency as you may know, was the Hupfeld distributor in England prior to World War I. During this period most Hupfeld instruments sold in England went to dance halls and skating rinks. Some time ago we wrote letters to about 35 public places which owned Hupfelds (we obtained the names from an old Hupfeld roll-sales dept. mailing list) – and received no



Above is the Hupfeld recently "rescued" in England. To the right is the original catalogue description of the Helios I/22.

answers at all. Nor are we aware of any collectors, except yourself, who have found any of these Hupfeld orchestrions in England.

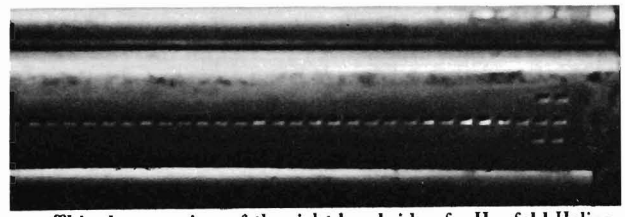
Instrumentation of the Style I/22 consists of a piano, mandolin, violin and cello pipes (on separate registers), orchestra bells, kettle drum, cymbal and snare drum. A xylophone could be added for a small extra cost. Coincidentally, we are now rebuilding a beautiful Helios I/22 orchestrion for an Illinois customer. We'll be happy to supply you with whatever interior views you ask for to assist with your restoration.

The Hupfeld Helios roll was used on all styles of Helios orchestrions from I through V. The use of various holes differed somewhat from instrument to instrument, depending on its instrumentation. Here is the tracker bar layout reading from left to right for a Style I Helios.

Hupfeld Helios Style I Tracker Layout (numbered left to right)

1. Clarinet or oboe pipes on
2. Crash cymbal
3. Bass drum
4. Cello and violin pipes on
5. Snare drum, first beater
6. Xylophone and flute on
7. Snare drum, second beater
8. Note B (bells only)
9. C (bells only)
10. C sharp (bells only)
11. D (bells only)
12. D sharp (bells only)
13. Note E
14. F sharp
15. G sharp
16. A
17. A sharp
18. B
19. C
20. C sharp
21. D
22. D sharp
23. E
24. F
25. F sharp
26. G
27. G sharp
28. A
29. A sharp
30. B
31. C
32. C sharp
33. D
34. D sharp
35. Sustaining pedal on
36. Note E
37. Cancel all registers
38. Note F
39. Piano soft (low vacuum)
40. F sharp
41. Piano off
42. Note G
43. Coin trip (shutoff)
44. to 69. inclusive. Notes in order from G sharp to A
70. E (bells only)
71. F sharp (bells only)
72. G (bells only)
73. G sharp (bells only)
74. A (bells only)
75. Mandolin on
76. Aeoline pipes on or viola on
77. Flute pipes on

Notes: Bells play from a special solo section in two parts on the roll: holes 8 to 12 and 70 to 74 inclusive. The roll is multiplexed to a certain extent: holes 39 and 43 when operating together are "rewind" – separately they have other functions as noted in the scale above. Holes nos. 4, 76 and 77 each have three openings in the tracker bar, one above the other vertically. In a Hupfeld orchestrion at hand hole no.4 operates the "violin pipes on" when a short perforation crosses the 3 vertical holes. When a long perforation crosses the holes – so that two of the 3 holes are exposed or open at the same time – then both violin and cello ranks



This close-up view of the right hand side of a Hupfeld Helios tracker bar shows holes No. 76 and 77 (the ones on the extreme right) with the multiplexing holes.

turn on. Hole no. 76 turns on the viola rank with a short perforation and the viola and aeoline ranks with a long perforation. Hole no. 77 evidently is similarly multiplexed, but the instrument examined was not connected in this way.

The Helios roll is 11 5/8" wide and is spaced approximately at 7 spaces per inch.

Our stock includes Hupfeld Helios rolls, so when you are at the point at which you need some, let us know your requirements. We may also be able to provide some of the parts missing in your instrument.

Happy rebuilding – when finished, the Hupfeld orchestrion will have been well worth the effort!

QUESTION: I would like to start a collection of disc type music boxes and then, later, add a nickelodeon or two. What type of instrument do you recommend for a beginner?

ANSWER: We would suggest purchasing a disc box made by one of the "big three" – Polyphon, Regina or Symphonion. With relatively few exceptions, discs for the various sizes of these makes are easy to find – and many, many different tunes can be collected. The exact style you should buy depends, of course, on your budget and the space you have available. If you then decide to make a specialized collection of boxes you can then add such scarce makes as New Century, Britannia, Celesta, Orphenion, etc.

QUESTION: I have some rolls marked "OS" and "NOS." What type of instrument are they for?

ANSWER: These rolls were made for the Reproduco organ (manufactured by the Operators Piano Co. of Chicago). "OS" stands for *Organ Series* and "NOS" stands for *New Organ Series.* These rolls were mainly made in the 1920's. Some are continuous (without stops between the tunes) for playing background music.

Mr. Harvey Roehl of the Vestal Press (address: Stratford Drive; Vestal, N.Y.) is compiling a catalogue of Reproduco tune titles. You might drop him a line.

Put FUN in your life with a . . .

*Music box

*Nickelodeon piano

*Orchestrion or organ!

Not only are fine antique automatic instruments a wise monetary investment, they are an investment for the entire family's pleasure as well. Music boxes don't just "sit there," they are willing to perform and delight you and your friends.

For the right instrument at the right price see Hathaway & Bowers, Inc. We'll do our best to make this wonderful hobby even more enjoyable for you!

For those who are reading our catalogue for the first time– – –

AUTOMATIC MUSICAL INSTRUMENT DEFINITIONS

–General descriptions of the types of automatic musical instruments offered for sale in this catalogue–

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

Most cylinders contain several tunes. At the end of a particular 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 music boxes are usually wound by either a lever or a crank. A series of gears transmits the power of the mainspring to the cylinder. Most cylinder boxes were made in Switzerland. This type of box was most popular during the second half of the 19th century.

Disc Music Boxes. First marketed in quantity in the 1890's the disc boxes feature interchangeable flat discs on the underside of which there are (usually) many projections. These projections pluck the musical comb by means of an intervening gear called a *star wheel.* One advantage of the disc boxes is that a large collection of discs can be formed at low cost – much in the same manner as collecting phonograph records.

Leading German and American makers of disc boxes were the manufacturers of such brands as Polyphon, Symphonion, Regina, Stella, Kalliope, Adler, etc.

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

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

Player pianos used in restaurants and other public places were electrically operated and were actuated by dropping a coin in a slot or wallbox. To entice the public to part with its coins the instruments were adorned with ornate carvings, mirrors and art glass. Today these coin pianos are popularly called *nickelodeons* by collectors.

Orchestrions. The basic coin piano consists of an automatically-played piano with a mandolin or "rinky-tink" attachment. Some have extra effects such as a xylophone or a set of pipes. Ones with such extra effects and with drums and traps are known as *orchestrions* as they are, in effect, mechanical orchestras.

Some of the larger orchestrions are capable of marvelous musical effects. Leading makers of orchestrions included Wurlitzer, Hupfeld (the world's largest), Seeburg, Popper, Weber, Philipps, Welte, Operators Piano Co. (Coinola), Marquette Piano Co. (Cremona), Nelson-Wiggen, Western Electric, Link, et al.

Generally speaking, orchestrions of different makers use different types of rolls. . .so collecting ragtime, jazz, march and popular tune rolls for these can be an interesting hobby in itself!

Dance Organs; Band Organs. These are self-contained pipe organs. The interiors contain from a few to many ranks of pipes, often with drums and traps added for rhythm. The ones which are loudly voiced for outdoor use are called *band organs* or *fair organs.* The softer instruments for indoor use in dance halls and pavilions are the *dance organs.*

Dance organ and band organ music is of two main forms: (1) on paper rolls, or (2) in "books" of folded cardboard. Most of the larger organs are of the latter type.

Leading makers of band organs and dance organs included: Wurlitzer, Limonaire, Gavioli, Marenghi, Ruth, Bruder, North Tonawanda, Artizan, Decap, Mortier, Verbeek, et al.

Other Mechanical Instruments. There were many other types of mechanical musical instruments produced. . .and you will find some of these listed and offered for sale from time to time in our catalogues. Several varieties of automatic violin-playing machines were made, the two best known being the Mills Violano-Virtuoso and the Hupfeld Phonoliszt-Violina. The Encore self-playing banjo and the Wurlitzer Automatic Harp are popular. Duo-Art, Ampico and Welte (and other) reproducing pianos are equipped with elaborate expression mechanisms which re-create the original artist's playing. . .including every nuance and tonal shading. Theatre photoplayers are essentially large orchestrions which were once used in theatres to accompany silent movies – and to play music at intermission. National and Tangley calliopes once entertained circus crowds.

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, orchestrion, organ, music box, etc.) we recommend a telephone call to reserve it. If your order is for $100 or more you may telephone us COLLECT from any part of the United States. Our number is (213) 941–8774. Call anytime, day or night including weekends, until 10pm Pacific time. Ask for Terry Hathaway.

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

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

Additional information concerning any instrument or any other item will be gladly sent. If you have any questions concerning any aspect of any instrument, do not hesitate to ask. There's no obligation.

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

Note: California residents please add 5% state tax or furnish resale exemption certificate.

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

We urge overseas customers to give alternate choices when ordering music boxes, nickelodeons, organs, etc. (but not modern items such as books or records) – or other one-of-a-kind items. This will avoid disappointment if the first item(s) requested has been sold.

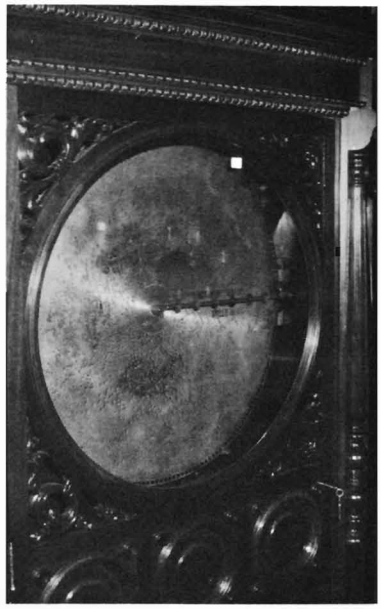
Crating and shipping of instruments to Europe, Australia, etc. can be satisfactorily and economically arranged. Shipping is convenient and money-saving via the nearby Port of Los Angeles. Our extensive worldwide shipping experience is at your disposal.

HATHAWAY AND BOWERS, INC.

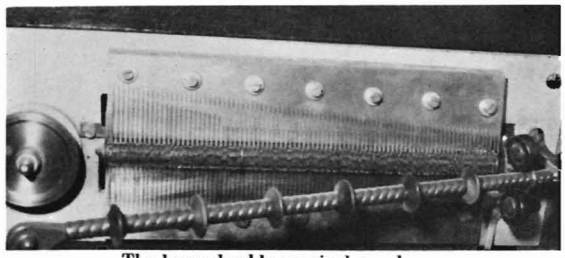
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Directors:
TERRY HATHAWAY
Q. DAVID BOWERS





Views of the beautiful Regina 27" disc upright. It is in a perfectly refinished mahogany case.



The large double musical comb.



The storage bin is located in the lower part of the case.

Beautiful Upright 27" Disc Orchestral Regina

Measuring 6'10" high the 27" Orchestral Regina was the tallest music box ever made by the Regina Music Box Co. of Rahway, New Jersey.

It plays the large 27" Regina discs on a large double comb mechanism. The playing is initiated by putting a coin in the slot on the right hand side.

The massive case gives the 27" upright Orchestral Regina a beautiful tone and an outstanding appearance. The upper part of the case contains the music combs, clockwork mechanism and other parts for playing the disc. The lower part is devoted to a storage bin which tilts forward to permit easy insertion and removal of tune sheets.

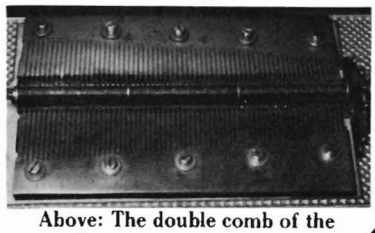
With this instrument are included a half dozen 27" discs. Extra discs are available at a reasonable price.

The case of this instrument is of a deep mahogany color. It has been expertly refinished to an immaculate condition. It is as bright as the day it was sold, about seventy years ago!

This instrument is one of the finest of its kind in existence. It will be a showpiece and attract admiration wherever it is displayed.

$2295.00. (Stock No. REG–1808)

The 27" diameter was one of the three "standard" Regina sizes produced in large quantities (the others were 15½" and 20¾" disc diameters) – so the building of a fine library of music discs for this instrument will be easy to do.





Above: The double comb of the 20¾" Regina.

Right: Overall view.

Large (20¾") Table Model Regina Box

This is the largest regular size standard table model music box built by Regina. (The 27" style was of the "accordion top" specification). The specimen offered here is in a handsome serpentine case with curved sides and top.

This 20¾" Regina is an outstanding specimen - both in tonal quality and in appearance. The case is of golden oak. The lid is of the ventilated type with the center part supported on spool turnings - to permit the sound to escape with the lid closed. This was one of the latest Regina styles – and was introduced after 1900.

The mechanism accommodates the 20¾" discs, a half dozen of which come with it. Additional discs are available from us. It has a large double comb which, combined with an unusually fine resonance, provides music enough to fill a medium-size room.

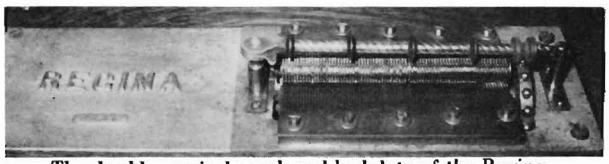
This box is impressively large for a table model - and measures 53" high (lid open), 29" wide and 24" deep. It is offered for just $895.00. (Stock No. REG-1931)



The 15½ coin-operated table model Regina. See next page for description.



The 15½" Regina with a disc in place.



The double musical comb and bedplate of the Regina.

15½" Coin-Operated Table Model Regina

15½" table model Regina music box in an oak case. With double-comb and with 1¢ coin slot.

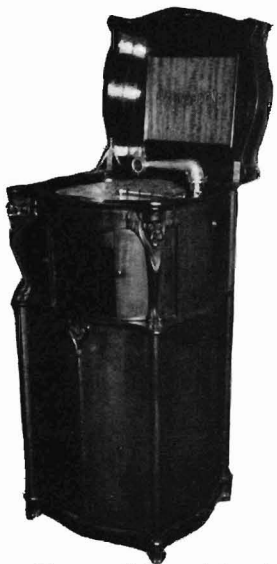
This instrument plays, but sluggishly. It is in need of a good cleaning and overhauling. Fortunately, the music combs are intact – and the case, apart from needing refinishing, is basically sound. A small piece of trim is missing from the right side – a strip of decorative frame molding.

This instrument is unusual in that it is a double comb model (most coin-operated 15½" table models were of the single comb variety) and is in a case with ornate trim.

Doing your own work on this box will save you a solid $200.00, and perhaps more, over what you would expect to pay for a similar instrument in well regulated, refinished condition.

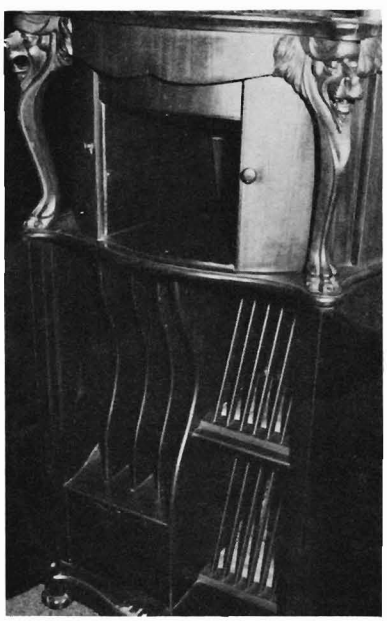
Just $395.00. (Stock No. REG–2313)

Compare Stock No. REG–1907 on page 21 of our Catalogue No. 7 – It sold quickly at $595.00.



The gracefully sculptured case of the Style 240 Reginaphone makes the instrument an object of rare beauty.

Right: Compartments for storing records and discs.

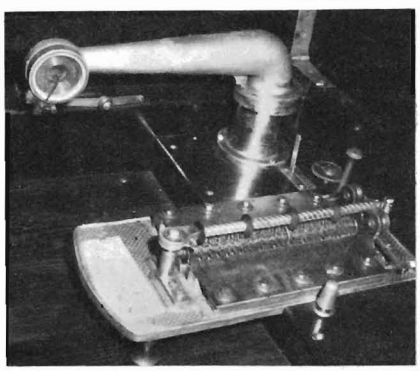




A carved lion's head graces each corner of the Reginaphone cabinet.

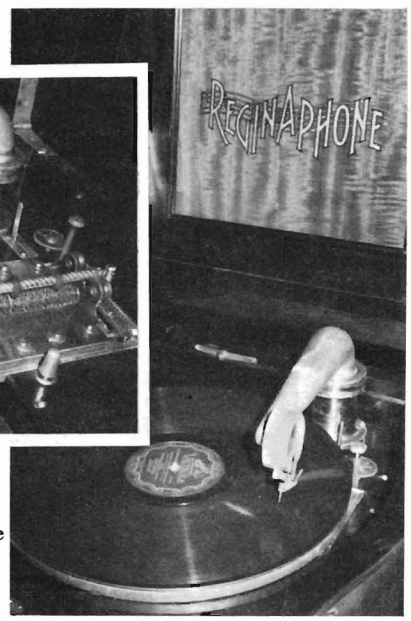
Right: The Reginaphone with a 15½" music box disc in place.





Above: Bedplate and double comb of the Reginaphone.

Right: The Reginaphone plays a 78 rpm record.



Magnificent Style 240 Reginaphone Music Box/Phonograph

Shortly after the turn of the 20th century the Regina Music Box Co. of Rahway, New Jersey introduced the *Reginaphone* – a combination Regina music box and Columbia phonograph.

Here is a description of the Reginaphone in Regina's own words – from an early catalogue:

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 Reginaphone being a Regina and a talking machine combined in one instrument. The improvements made during the past 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.

The Regina Music Box has its hosts of friends, and the talking machine has brought delight to thousands. Each instrument has its own advantages, and each its champions. Until recently it was impossible to buy these two entertainers in combination, but now if there is a division of opinion in any household as to the merits of music box or talking machine, the question is easily settled by the purchase of a Reginaphone.

The Reginaphone brings to the home everything that can be sung or spoken or played; it plays Regina discs and talking machine records with equal facility and the change from one to the other can be made in less than ten seconds; it will play more records with one winding and run more evenly than any other talking machine because it has a stronger and better motor; it will play any talking machine record up to fourteen inches in diameter.

We invite comparison between the Reginaphone, as a talking machine —without considering its further advantage as a music box — with any other talking machine at any price. . . The combination gives you entertainment that may be infinitely varied, song and speech, monologue and grand opera, interspersed with most delightful instrumental music from Regina discs. No mere talking machine or phonograph can give you the added delight of Regina Music — but the Reginaphone does.

Of the various styles of Reginaphones made, the most ornate is the Style 240.

The cabinet of the Style 240 is a work of art. The beautiful serpentine lines of the case are accented by two carved lion's heads at the top corners. The entire impression is one of gracefulness and elegance.

When functioning as a music box it is played in the regular manner — by placing a 15½" Regina disc on the spindle and snapping the idler arm over it to hold it against the star wheels. The playing is controlled by a lever which may be operated in any one of three positions: (1) Start; (2) Stop at once; (3)Stop at end of tune. The musical comb is provided with a mandolin attachment (a semi-scarce Regina feature) which can be turned on or off at will.

When functioning as a phonograph a special felt-covered turntable (stored in the bottom cabinet when not in use) is placed over the musical comb and is driven by a special spindle. The pickup arm is placed on the record and the phonograph operates in the manner of other 78rpm phonographs of the era.

The volume of either instrument — music box or phonograph — may be varied by means of two sliding doors at the front at the end of the inside wooden horn. Ample space at the bottom of the cabinet is provided for the storage of extra discs and records.

The Reginaphone Style 240 measures 24" wide, 25" deep and 5'3" high (with the lid open).

The instrument we offer is in a beautiful mahogany case which, save for the normal light checking of the varnish with age, is in immaculate condition.

The tone of this particular Reginaphone is simply outstanding. We have heard other Reginaphones over the years, and not one in ten console models has a tonal clarity and brilliance comparable to this one. It is a real premium instrument. It is the finest that money will buy.

$1495.00 with a dozen discs. (Stock No. REG–2123)

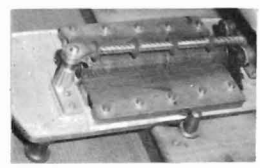
For additional information relative to the Style 240 please refer to pp.460 and 461 of "A Guidebook of Automatic Musical Instruments." The Jerry Cohen specimen pictured on p.461 is identical to the one offered here with the exception of the case wood; his is quarter sawed oak, ours is mahogany.

As a matter of incidental interest, the Governor's Mansion of the state of California (in Sacramento) has a Style 240 as part of its furnishings. The instrument is sometimes played for visitors.

The Style 240 was sold by Columbia as the "Grafonola" — the name that Columbia gave to various styles of disc phonographs. Style 240's marketed through Columbia dealers had the "Grafonola" lettering rather than "Reginaphone" on the underside of the lid. These were available from Columbia in the usual music box/phonograph combination (identical to the Regina Style 240) or in the rarer form of phonograph only.

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In its light mahogany case (which has been refinished to mint condition) this table model Reginaphone is beautiful. The horn is of exceptional quality and is of bright nickel.

Left: Music comb of the Reginaphone.

Table Model 15½" Reginaphone w/Morning Glory Horn

Regina Style 150 table model Reginaphone. This beautiful double comb instrument is housed in a beautifully refinished light mahogany serpentine case.

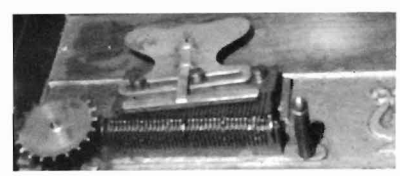
The sound from the record arm is amplified via a bright nickel acoustic "morning glory" horn. A separate felt-covered turntable is placed on a special spindle when it is desired to play 78rpm records. To play 15½" steel Regina music box discs the turntable is removed and the instrument is operated as a regular music box.

With its beautiful case, "mint" condition original morning glory horn and excellent tonal quality this Reginaphone is a first class instrument in all respects.

So often these table model Reginaphones have the horns missing. This offering is an important opportunity to acquire one with a horn that is not only original but which is as choice as the day it was made.

$895.00. (Stock No. REG–2125)







Monopol Music Box — 8 5/8" Disc Size

This attractive small Monopol box plays 8 5/8" diameter discs...sixteen of which go with it. There is one broken tooth in the comb; otherwise the box is in good repair.

The underside of the lid is decorated with a colorful allegorical scene of the Goddess of Music watching cherubs at play with musical instruments – including a Monopol music box!

The volume of the music can be regulated with a sliding felt damper which is mounted on the music comb. Worth all of $249.00. (Stock No. MON-1580)



Beautiful Polyphon w/Matching Table

This 19 5/8" disc Polyphon is one of the choicest we have ever seen. The upper part of the instrument consists of a regular Polyphon double-comb movement with a coin-operating feature (it will accept 5¢ pieces). The case is unusual in that it is of burled walnut with pin-stripe inlay.

The music box is mounted on a matching inlaid burled walnut table with graceful fluted legs and beautiful proportions. It may have been intended for use as a desk as the table contains a pull-out drawer suitable for storing stationery, etc. The coin-operating feature leads us to speculate that its original home might have been the lobby of a fine hotel.

The Polyphon is in excellent condition throughout. It plays with a rich sonorous tone with the "sparkling" quality that is usually a feature of these well-made instruments.

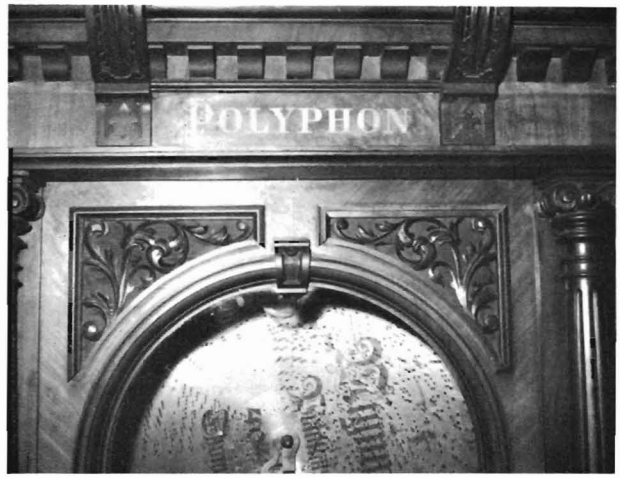
With its matching table the overall measurements of the Polyphon are 34" wide, 22" deep and 5'10" high. A fine piece of furniture and a fine musical instrument combined!

Complete with a library of a dozen discs. Extra discs are available at low cost – as this was one of the most popular disc sizes ever made.

$1495.00. (Stock No. POL–1793)



Views of the 24½" upright Polyphon. John Clark, the late English connoisseur of music boxes, called this style "the finest tonal quality disc box ever made."



Beautiful 24½" Upright Polyphon with Base

This instrument is the largest regular Polyphon disc size. It utilizes a 24½" disc and plays on a large double musical comb with 160 teeth.

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

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

The *POLYPHON* name is inlaid in brass across the top. Musically the instrument is superb and has a wonderful tone. With it are a half dozen discs; and additional discs are available.

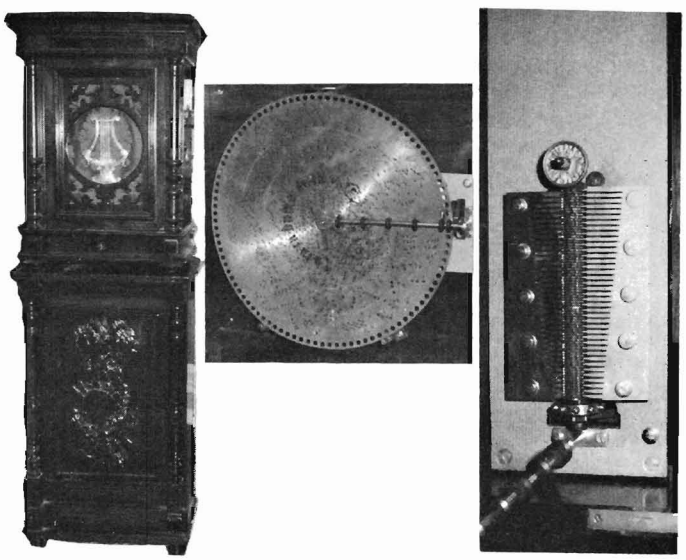
The Polyphon is separated from perfection only by refinishing and a small amount of cabinet work. We offer the instrument in either one of two conditions: in its present unrefinished condition, but still playing nicely and of attractive appearance, for $1995.00 – or, refinished and with the minor trim pieces redone professionally, for $2495.00. If desired we will also put an ornate top gallery on it for the latter price – and refinish it to match. We made a purchase of several hundred original piano, orchestrion and music box galleries from an old-time music dealer who removed them from instruments nearly a half century ago. An appropriate one would be selected from this group and added to the Polyphon.

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

Polyphon was the world's largest manufacturer of disc-type music boxes. The firm was founded around 1890 by Gustave Brachhausen and Paul Reissner, both of whom worked previously at the Symphonion factory founded a few years earlier. During the 1890's Polyphon prospered greatly. By 1899 1,000 persons were employed in the Polyphon factory (located in Wahren, a suburb of Leipzig, Germany) – and Polyphon products were sold all over the world.

To take advantage of the American market Polyphon was a leading force in the establishment of the Regina Music Box Co. of Rahway, N.J. In addition to the many different items made in New Jersey, Regina imported many Polyphon instruments and sold them under the "Regina" label.

In an article entitled "Second Generation Polyphons" in a recent issue of the Musical Box Society Bulletin your editor illustrated a number of circa 1907 Polyphon instruments and discussed the Polyphon–Regina interrelationship.



The 15½" upright Polyphon. This instrument is scarce, musical and is attractive as well! As the 15½" size was the most popular disc diameter ever produced, virtually an endless supply of music is available for this instrument.

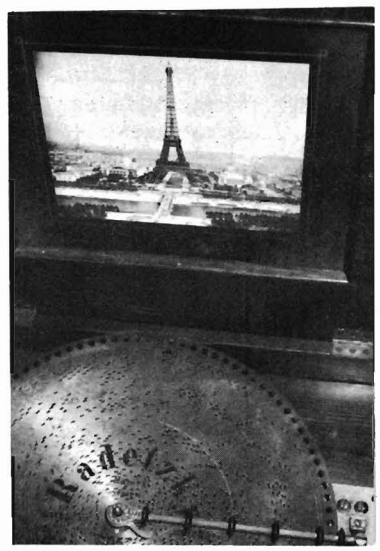
15½" Polyphon Upright with Stand

Tall upright Polyphon on base – 15½" disc size. This is one of the most impressive instruments of this disc size we've had for some time. The upper part of the instrument consists of a 15½" double comb Polyphon music box which plays a tune upon receipt of a coin. The front door of the box has as its motif a brass lyre which is mounted against a background of bright red brocade cloth.

The lower part is the disc storage cabinet. The front panel of the cabinet has a carving of musical instruments as an embellishment.

The instrument stands 5' 9" high, is 1' 10" wide and 1' 2" deep. With it are a half dozen discs. Extra discs are plentiful and may be obtained for reasonable cost.

The cases of both parts are in light walnut and present an attractive appearance. The instrument plays with a bright and cheerful tone. A good buy for just $895.00. (Stock No. POL-1648)





15½" Polyphon Table Model Music Box

This attractive table model Polyphon box uses the standard 15½" diameter Polyphon or Regina discs. A supply of discs goes with the instrument.

The box plays well and has a sparkling clear tone. It is an excellent example of one of the most popular music boxes of the turn of the 20th century. The case is of walnut with carefully matched grain patterns. An early original photograph of Paris' Eiffel Tower (built for the 1889 Exposition) lends interest to the underside of the lid.

Just $395.00. (Stock No. POL–1905)

See a music box of interest???

If you see a music box, nickelodeon or other instrument of interest to you, give me a telephone call. I'll be happy to reserve the instrument in your name – and, if you have any questions about the instrument, I'll answer them for you.

And. . .when you order an item for $100 or more, telephone me COLLECT. We'll pay the charges from anywhere in the United States. I can be reached at our office during weekdays from 9 to 5 (except the noon hour) Pacific time and on weekends and evenings 'til 10 pm via a special switchover line from the office to my home. Give me a call!

———Terry Hathaway



15½" Polyphon Table Model Music Box

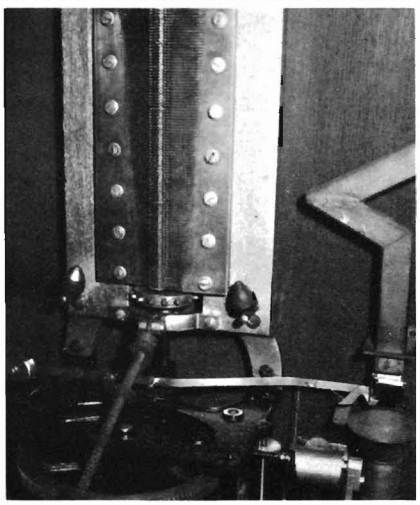
This box is a standard 15½" single-comb Polyphon table model in a walnut case. It plays well and has a nice tone – as is characteristic of the instruments made by this firm.

With the box are a half dozen discs. Extra discs are available at low cost.

There are a few minor and easily-replaceable trimmings missing from this box: the lid photograph, the inset plate for the lock.

An attractive instrument priced really low at: $365.00. (Stock No. POL–1906)





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



Superb 25¼" Symphonion Box with Matching Cabinet

Photographs sometimes do not convey the "in person" presence of a music box's appearance – and this is certainly true of the outstanding Symphonion offered here. If you think that the illustrations are nice, when you actually see the instrument you'll like it even better!

From the very bottom to the top of the decorative gallery the instrument has an overall height close to eight feet! This will give it a very impressive and imposing appearance in any room with a standard 8' ceiling.

The top part is the musical portion; the bottom part is for the storage of music discs. A brass handle at the top of the disc bin permits you to pull the bin forward to make a selection of discs. Up to 75 or 100 discs could be accommodated in this compartment.

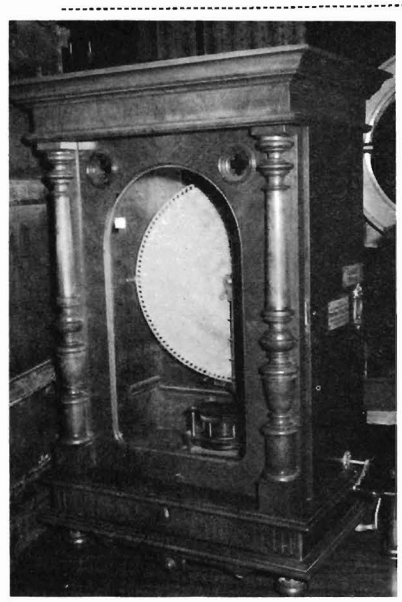
The case is of finely matched walnut veneer with beautiful matching of diagonal grain on the inset panels. The finish is a warm rich golden brown color. The surface has been expertly refinished to give it a "like new" appearance. The "gingerbread" gallery and ornate trim – always a popular feature of Symphonion, Polyphon and other Victorian boxes – lends its appeal to this instrument also.

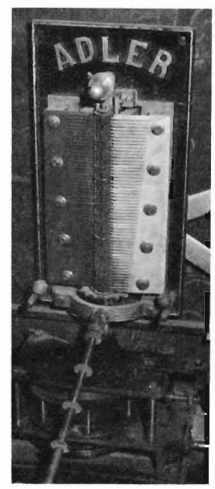
Musically, the Symphonion has a large double comb with 192 playing teeth – giving it a remarkable tonal range (the 27" Regina, for instance, has 172 teeth – by way of comparison). The brilliant and cheerful tone of this Symphonion will delight all who hear it!

With the instrument will be given a dozen of the 25¼" discs – the largest diameter standard Symphonion disc. Extra discs are available.

If you want one of the most beautiful music boxes money will buy then consider this one. It disassembles into two parts (the top part sits on the bottom part) for easy moving. Minutes after it arrives at your home it will be ready to perform for you. As is the case with other instruments in this catalogue, color photos are available on request.

A wise musical and monetary investment at $2795.00. (Stock No. SYM–2326).



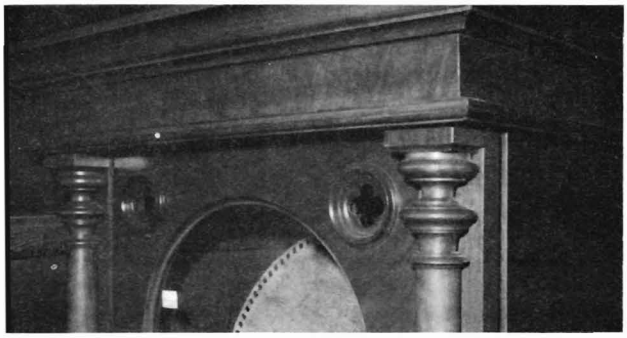


The 18¾" Adler box.

18¾" Adler Disc Music Box

This attractive music box was made by Zimmermann of Leipzig, Germany circa 1900. It uses a 18¾" Adler (or Fortuna) disc.

A large double musical comb gives this box an attractive resonance. However, it operates sluggishly and a few minor parts are missing from the coin mechanism. In addition, there is just one disc with it.



Detail of the Adler's matched walnut cabinet.

On the plus side of the ledger is the fact that it is indeed a pretty box. The ornate case (which has been beautifully refinished) measures 40" high, 25" wide and 17" deep.

If you are prepared to do a small amount of work (not much is needed) and don't mind waiting until some discs are found, then you'll save quite a bit of money with this box.

Just $395.00. (Stock No. ADL–2375)



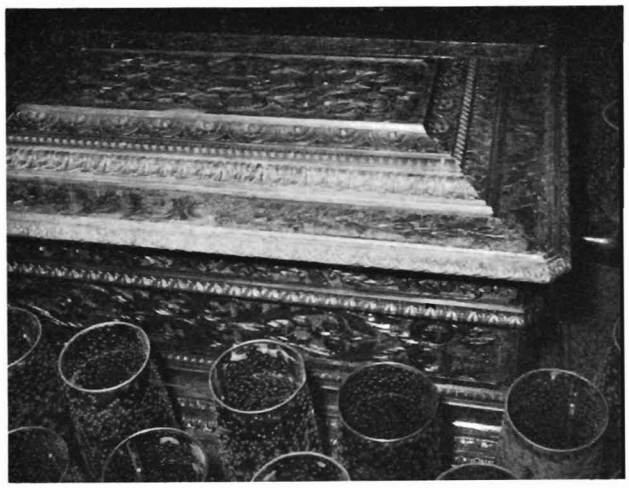
The Capital "cuff" box and its large supply of cuffs.



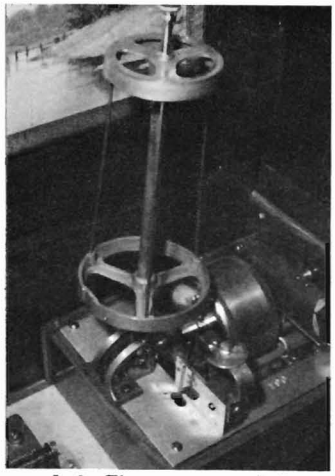
Interior of the Capital box. With its bright golden bedplate, steel-blue "cuffs" with a golden eagle, the colorful scene on the underside of the lid and other features the Capital is truly magnificent.

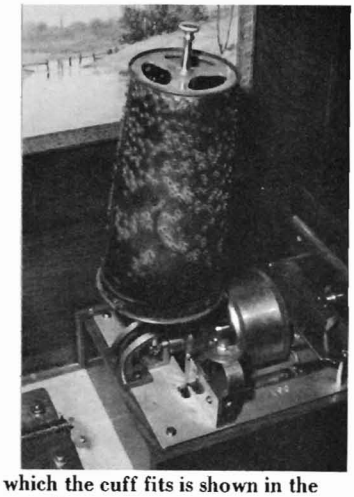
Capital "Cuff" Box – the Superfine Model

Rarely does the occasion to purchase *any* style of a Capital "Cuff" box present itself. This offering of the Superfine model, the largest and most ornate style of the Capital Cuff boxes is, then, a real event.



View of the ornately carved case.





Left: The empty mandrel over which the cuff fits is shown in the upright position – ready to receive a cuff.

Right: A new cuff in place. Next, the mandrel will be tilted to the left and brought into its horizontal position against the music comb.

The Superfine model is in a completely carved oak case with ornate top and sides. The interior is of light golden oak with a colorful scene of a stream meandering through a snowy farm dale.

The Superfine is a double comb model and uses the largest type of Capital "cuff,", the type measuring about 7¾" long by 4¼" wide at the large end and 3¼" wide at the small end. With this box are twenty four cuffs in all – an unusually large selection.

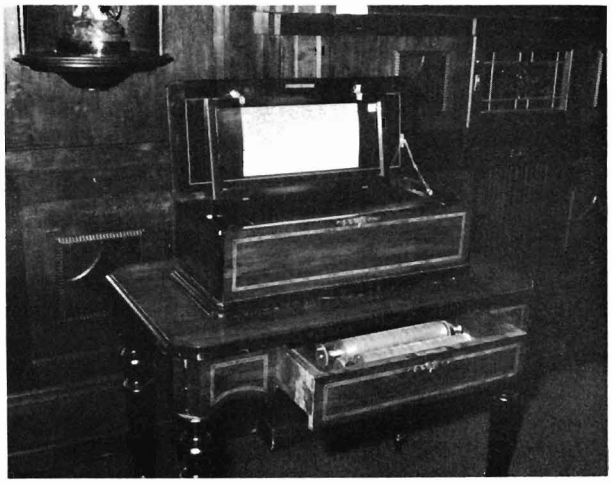
Recently one of the smaller sizes of Capital Cuff boxes in a plain case sold for $800.00. This, the ultimate in Capital Cuff boxes – one of the most interesting and historical of all music boxes – should well be worth:

$1495.00. (Stock No. CAP–2318)

The Guidebook of Automatic Musical Instruments says this of the Capital boxes:

"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. . ."

Not a disc box but not strictly a cylinder box either, the Capital Cuff box is an important and distinct type that will lend interest to any collection.

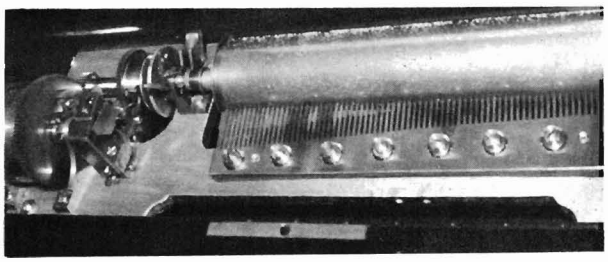




Above: Overall view of the box – with the drawer open to show the extra cylinders.

Left: The tune card.

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



Beautiful Interchangeable Cylinder Box with Table

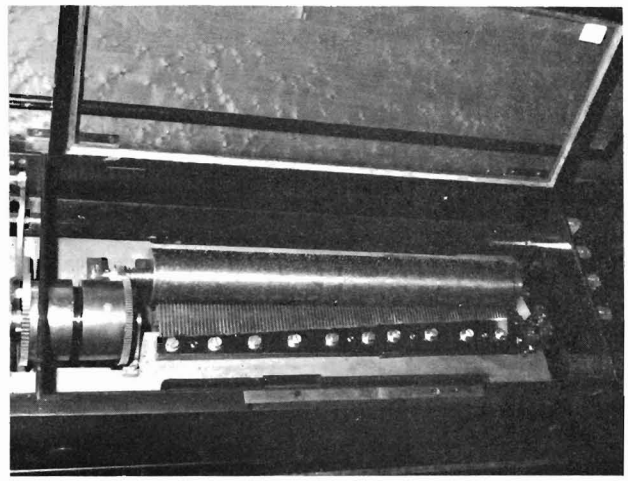
This attractive Swiss cylinder music box has one of the brightest tones we have encountered in an instrument of this type. It plays loudly and clearly with an unusually fine brilliance.

The musical repertoire is programmed on three interchangeable cylinders (housed in a special drawer in the table). One cylinder contains a varied selection of classical tunes, the second a group of operatic airs and the third a program of popular melodies. Thus there is music available to please every taste.

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

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

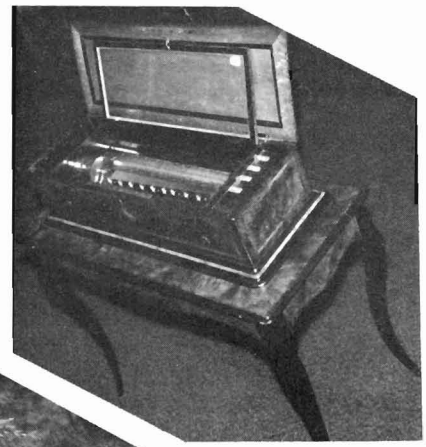
This desirable music box can be yours at a price of several hundred dollars less than you might expect to pay for such a fine instrument. $1295.00. (Stock No. CYL-1542)



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

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

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





Attractive Cylinder Box on Matching Burled Wood Table

This lovely box is one of the most delicately proportioned we've seen for its size. Musically the box is attractive, too. It plays eight tunes from a large (15¼" long) brass cylinder. The music is played on a two-part comb. Apart from some suggested redampering (we can do this at low cost) the box is choice in all respects.

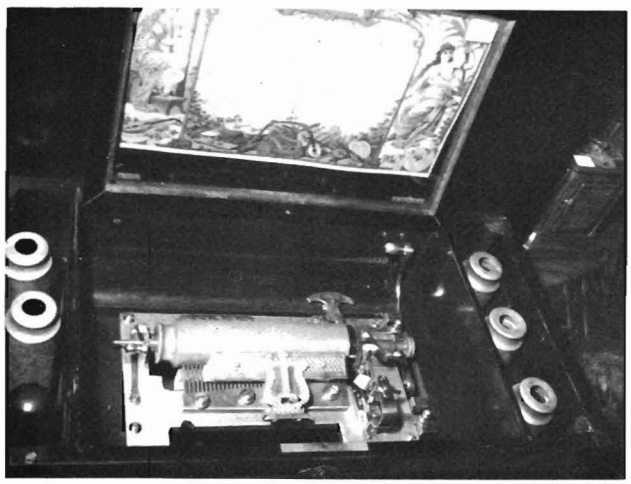
The instrument and its accessory table stand four feet high (with the lid in the open position). The width is three feet and the depth is a foot and a half. The box is large enough to command attention, yet small enough to blend well even in a small room.

The finish of the cabinet is of beautifully burled golden-toned wood. The beauty is further enhanced by an inlaid lyre and garland motif on the lid. As a decorator item our price should permit resale above the $1000.00 level. The music box collector, however, should find our present price to represent an even better value. $795.00. (Stock No. CYL-1516)

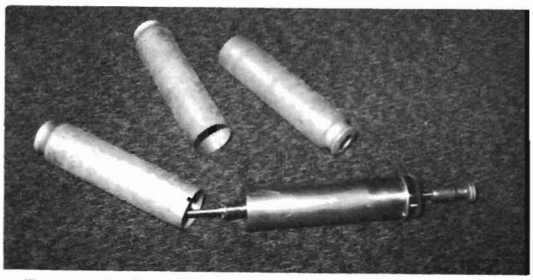
HATHAWAY AND BOWERS, INC.
11975 E. FLORENCE AVE.
SANTA FE SPRINGS, CALIF. 90670



The rare and unusual Alexandra box.



Interior of the Alexandra showing the mechanism and the area for storing cylinders.



Extra cylinders. The one in the foreground has the mandrel to the right of it. The cylinder slips easily over the mandrel, is locked into place, and then is put on the music comb.

An unusual Mermod Freres Swiss cylinder box. . .

The Alexandra Interchangeable Cylinder Box

Mermod Freres of St. Croix, Switzerland was one of that country's most prolific makers of music boxes. In addition to many different styles of cylinder instruments they made the Stella and Mira disc boxes. During the 1880's and 1890's more Mermod Freres boxes were sold in the United States than any other cylinder box brand.

One of the most unusual Mermod Freres boxes, indeed one of the most unusual cylinder boxes ever made by any manufacturer, is the Alexandra. Invented by Alfred Junod, Jules Jaccard and Paul Calame—Jaccard the Alexandra made its debut in 1890. In conception it is somewhat akin to the well-known Capital "cuff" boxes made by F.G. Otto & Sons in New Jersey in the late 1890's.

The heart of the Alexandra is a six–inches–long brass mandrel which lifts out of the box when two securing lever arms are raised – much in the manner of a regular interchangeable cylinder box. There, however, the similarity ends. The music is programmed not on the mandrel but on a series of hollow metal sleeves. Each sleeve contains countless little brass pins and was made by hand in the manner of other contemporary cylinder boxes. The inside of the sleeve is smooth, permitting it to be slid over the mandrel and locked into position. Changing the sleeves is a simple matter and takes but a fraction of a minute.

In its day the Alexandra was probably intended to be an interchangeable box which could be furnished with simple, lightweight and presumably inexpensive cylinders – perhaps an effort to be competitive price–wise with the disc boxes which were just beginning to ascend to popularity at that time.

However, the plans for the Alexandra must have met with obstacles as the instruments are of great rarity today. Tonally, the Alexandra is not exceptional. It can be fairly compared with any six-tune 6" cylinder box of the 1890 era. Its desirability lies in its significance as a major *type* of cylinder box –a hybrid. Like the Capital "cuff" box it deserves a place in the advanced collector's exhibit as an example of an interesting and ostensibly sensible idea that "might have been" were it not for that most imponderable of all judges: public acceptance.

The example of the Alexandra offered here is attractive in all respects. The case has a pretty inlay on the front and on the top. The underside of the lid has the program listing 36 tunes – six tunes on each of six cylinders. The program card is entitled *Alexandra No. 7* and the sleeves or cylinders are identified by the letters *D, P, Z, L, R* and *E–I*. Evidently a variety of other selections was offered with other cylinders on other Alexandra boxes judging from the range of letters.

The program of the Alexandra we offer is varied and offers such melodies as *Home Sweet Home, Annie Laurie, Funny Without Being Vulgar, Safe in the Arms of Jesus, Comin' Through the Rye, Long Long Ago* and *Hark, the Herald Angels Sing.*

The case of the Alexandra is constructed with spaces at each side of the instrument. There are six pylons – three on each side – over which the spare cylinders fit when not in use.

Overall dimensions of the box are: 20½" wide, 18½" high (with the lid open) and 10½" deep.

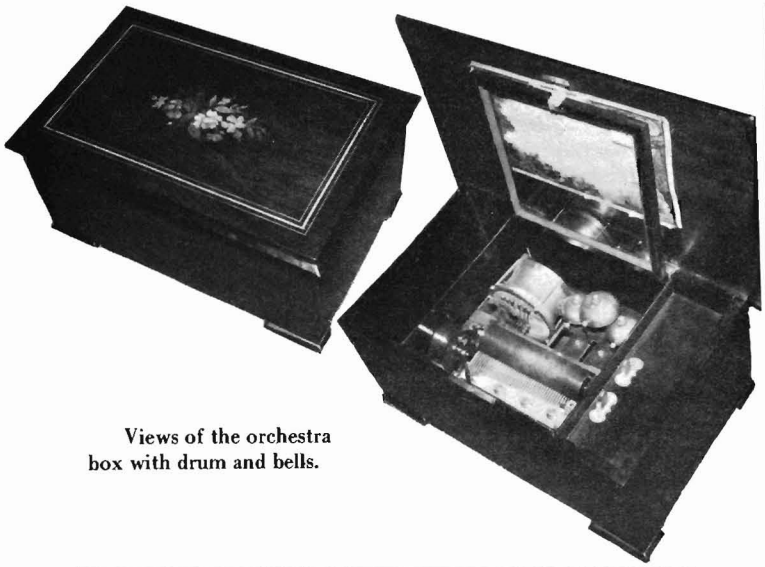
As an interesting chapter in the history of the development of the music box the Alexandra offered here should be of commanding importance to the museum or advanced private collector.

$1295.00. (Stock No. CYL–2337)

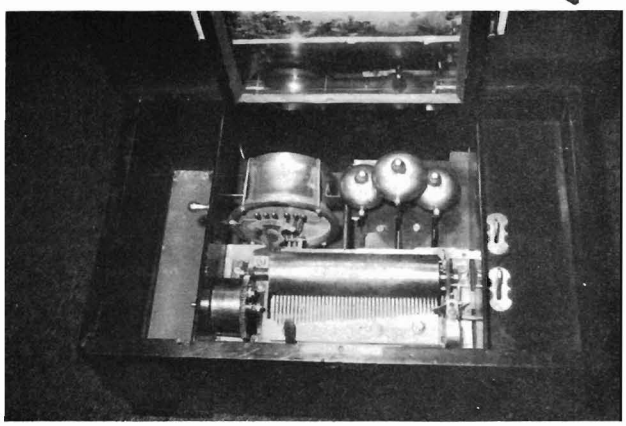
"The Cylinder Music Box Handbook" by Graham Webb

After some delays in printing we have received word from the publisher that "The Cylinder Music Box Handbook" – a hardbound book by Graham Webb – has been published. (Its cover, incidentally, features a Paillard orchestra box offered a few issues ago in our catalogue).

By the time you receive this catalogue we expect to have copies on hand for delivery. If not, we'll ship you one as soon as they arrive. We haven't read the book yet – but did have the opportunity to spend about a half hour glancing through a proof copy. It seems to cover the cylinder box field thoroughly. A more detailed description will appear in our next catalogue. If you would like one now, send us your order for $6.00 - which includes postage. Your 100% satisfaction is guaranteed.



Views of the orchestra box with drum and bells.



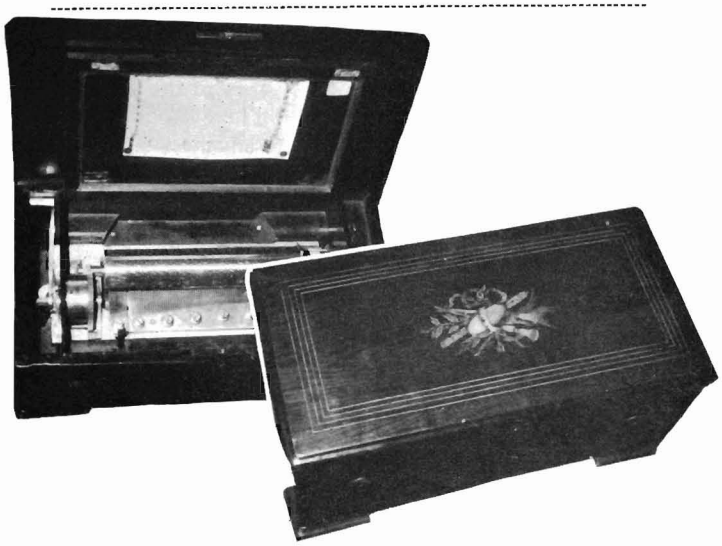
Small Orchestra Box with Drum and Bells

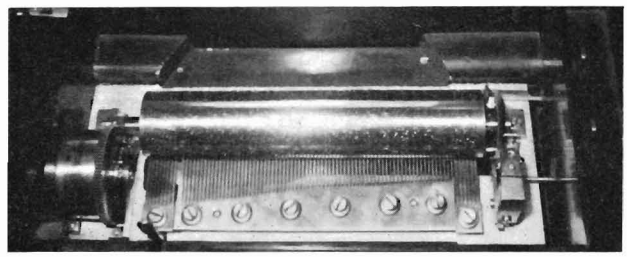
This small orchestra box plays eight tunes (popular airs) on a music comb, three bells and a drum with six beaters. It has the original tune card and an automatic tune indicator.

The case measures 18" wide, 18" high (lid open) and 11" deep and has been refinished. The lid of the box features a colorful floral inlay.

The instrument plays but is sluggish. It needs work on the governor. However, the work is of a simple nature and should be very straightforward.

Priced at just $449.00 – and well worth it. (Stock No. CYL–2324)





Cylinder Box w/Hidden Drum and Bells

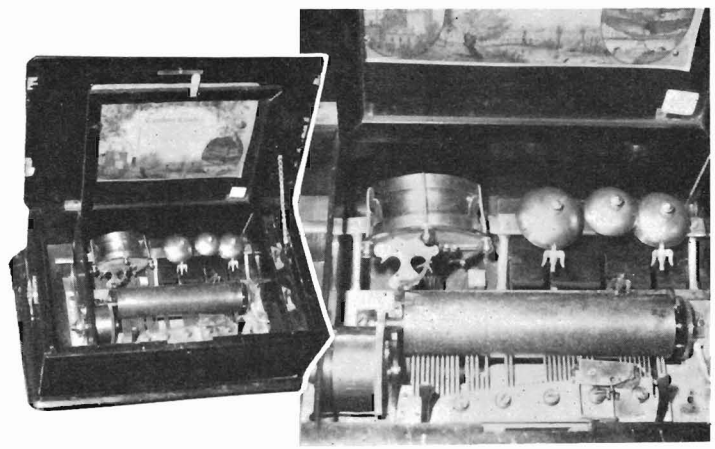
Cylinder music box with hidden drum and bells – manufactured in Switzerland circa 1880 - 1890. The snare drum with eight beaters and the set of six tuned bells are hidden from view beneath the bedplate.

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

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

Attractive and tuneful!

$395.00. (Stock No. CYL–2323)



Poor Condition Drum & Bells Box – Good for Practice

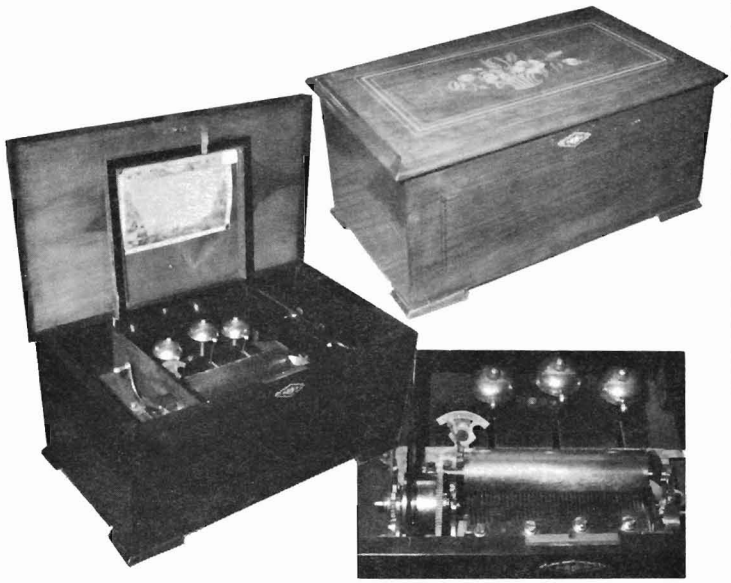
This box is a wreck! In choice condition it would sell for close to $500.00. In its present poor condition it is available for a fraction of that.

With the exception of about 20 teeth missing from the comb the instrument is essentially intact. However, the governor, gear train, drum and bell beaters and various other things all need work. In addition the case is loose and will have to be reglued at the joints.

The original colorful tune card is there, the bells have attractive swallow (bird) shaped strikers. The instrument has eight tunes pinned on an 8" cylinder. A tune indicator indicates the melody currently in play. Overall dimensions are 19" wide, 12" deep and 18" high (lid open).

If you've been reading *Collecting Music Boxes and How to Repair Them* and want to try your hand at some of the work described therein, this box will give you an ideal opportunity! The most you can lose is our $99 price plus a nominal amount for boxing and shipping. On the other hand, perhaps you'll end up with a $500 box! However, we don't want to underestimate its poor condition – there is a lot of work to do.

$99.00. (Stock No. CYL–1654)



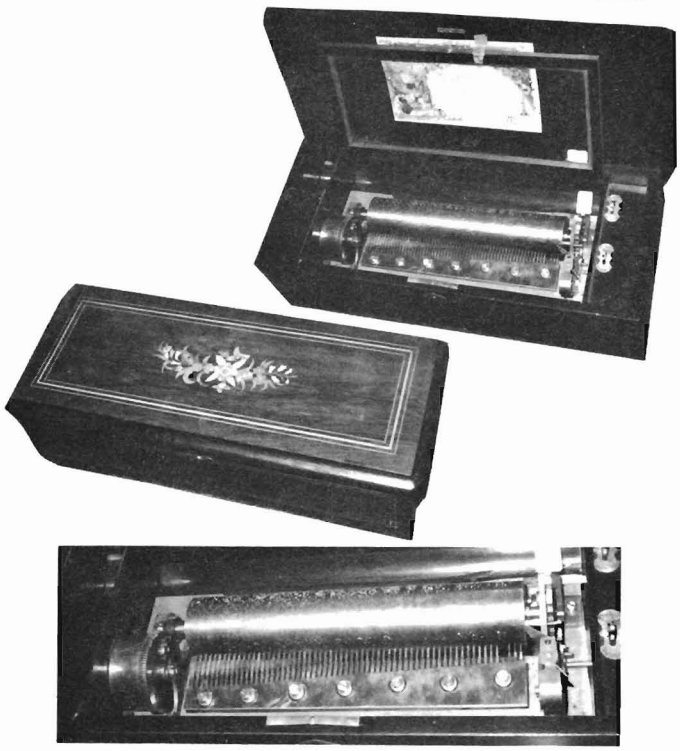
A Small and Attractive Bell Box

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

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

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

Melodious! $449.00. (Stock No. CYL–2325)



11" Cylinder Box – Needs Some Repair

This attractive ten-tune 11" cylinder box is by Mermod Freres and dates from the late 19th century. It is housed in an attractively inlaid case measuring 21" wide, 9" deep and 13" high (lid open). The colorful tune card adds to its attractiveness.

The instrument has one broken tooth in the musical comb and needs a general overhauling (the box will play now if you tweak the flywheel – but it will not sustain the momentum). Clean and bright-appearing. A good value for just $129.00. (Stock No. CYL–2355)

If you want to experiment with working on a music box you can't do much further damage to this one!



Poor Condition Music Box – Good for Parts

This small (5" cylinder playing 4 tunes) Swiss box dates from the late 19th century. In the interim it has seen all sorts of grief, with the result that today it is a wreck. However, most parts are there – and the comb has no broken teeth, just quite a few broken teeth. Good for parts or for practice, and as such worth possibly: $29.00. (Stock No. CYL–2345)



Cylinder Box in Beautiful Ormolu Clock

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

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

The box and the clock both work well. This piece will be a treasured part of a fine collection. $495.00. (Stock No. CYL-1548)

Shopping for Music Boxes in Your Own Home!

Via the pages in this catalogue you can go "shopping" through our 10,000 sq.ft. building full of music boxes, nickelodeons, orchestrions, organs and other instruments!

From the comfort and convenience of your favorite armchair you can take first pick of the best values in the hobby today.





The ornate carved bear stand. Interesting!

Carved Bears Knick–Knack Stand

This hand-carved knick-knack stand was made most probably in Germany's Black Forest district. It is a modest-sized piece and stands 3' 1" high. The upright pedestal of the stand is formed by an intricately carved mother bear holding a tree trunk. Above her on a platform are two hand-carved bear cubs, each slightly different from the other. Beneath each cub is a small box suitable for holding cigarettes, candy or other small objects. The left side bear has a musical movement which alternately plays *Over the Waves* and *The Wedding March.*

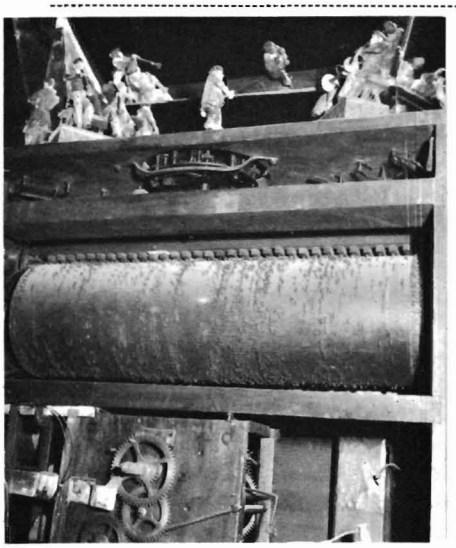
The head of the mother bear is hinged at the back – and tilts rearward to reveal a compartment for the storage of cigars or other odds and ends.

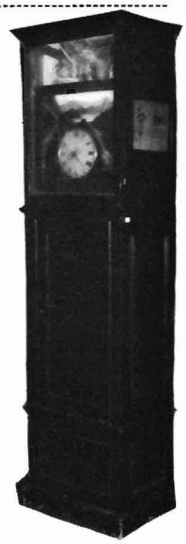
The mother bear is beautifully carved with minutely detailed features and measures 22" high. The two small bear cubs are equally well carved and each measure 6" high.

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

$495.00. (Stock No. CYL–2334)

Note: A somewhat similar-appearing piece, but without a musical movement, was recently priced at $750.00 by a leading antique dealer. We do not know whether or not it sold.







Attractive Animated Flute–Playing Hall Clock

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

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

The musical movement consists of a rank of flute pipes operated from a pinned barrel. Many different tunes are programmed on it. We haven't had the organ operating so we can't report on the titles, but they are undoubtedly traditional numbers from the mid-1850's.

The instrument is unrestored, but is in fine restorable condition. The musical movement is simple and will be easy to rebuild. There are two smll plain wooden panels (at each side of the barrel) missing from the case – as you will note in our illustrations. In addition, the top back panel and the lid – both which were of simple construction (probably a wooden frame with cloth in it) are gone. You can reconstruct these panels yourself – or we'll do a nice job of it here and bill you at our estimated $25 to $50 cost. The mechanism provides stations for four more figures – although whether or not the automata scene ever had these figures cannot be ascertained now. It would be a simple matter, however, to add these tiny doll-like figures should you wish to do so.

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

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

Just $1495.00. (Stock No. ORG–2103)

The production of flute-playing clocks was a large business in the Black Forest district during the 19th century. Michael Welte or orchestrion fame began his career with the making of these instruments. An early Welte catalogue told of these beginnings:

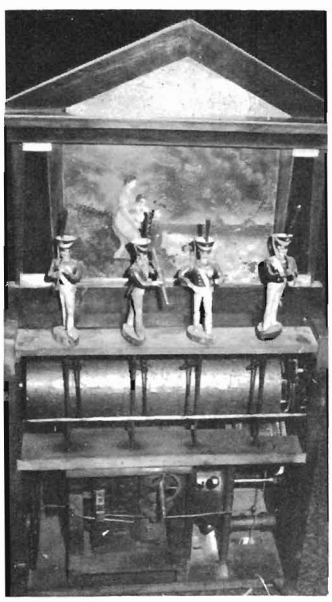
"It was in the year 1827 that a bright, ambitious young man, reared in the house of his uncle, a scholarly Catholic priest, came to Joseph Blessing at Unterkirnach, a small place in the Black Forest, famous at the time for musical clocks, to become his apprentice. Through five years the young mechanic patiently worked at his bench, learning

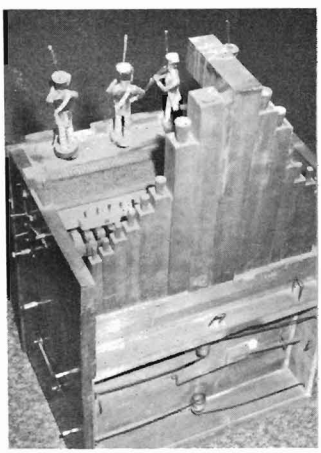
every detail of the intricate mechanism of those clocks, every particle of which had to be made by hand, and drawing and inventing new improvements during the few spare hours in the evening and night.

"Then he bade his master farewell, and in a tiny little workshop of his own at Vohrenbach, far from the main roads of commerce, he started out for himself. Soon his name became known through the accuracy of his work and the startling improvements he had made. Orders came from all parts of Europe, though he employed no salesmen, but the quality of his instruments was their best advertisement. The workshop had long been enlarged and grew from year to year. . ."



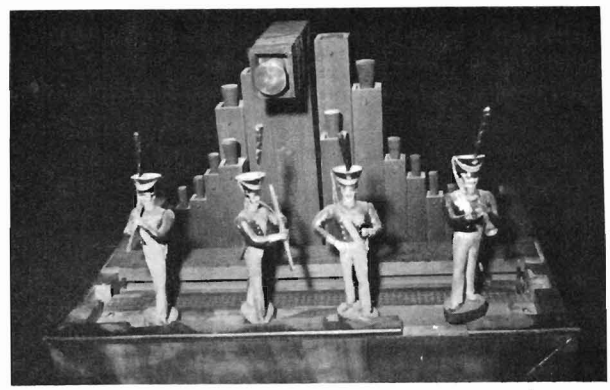
Views of the Mukle flute-playing clock. Case-wise and interior-wise this is the most outstanding such item we have ever handled.





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

This clock will be a wonderful showpiece in your home.



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

Superb Organ Clock w/Automata – by A. Mukle

Of the various organ clocks we have had the pleasure of handling in recent years, this one must rank as the finest.

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

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

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

The music program consists of eight waltzes and marches including, curiously enough, *Yankee Doodle* – indicating that this instrument must have been made originally for the American market.

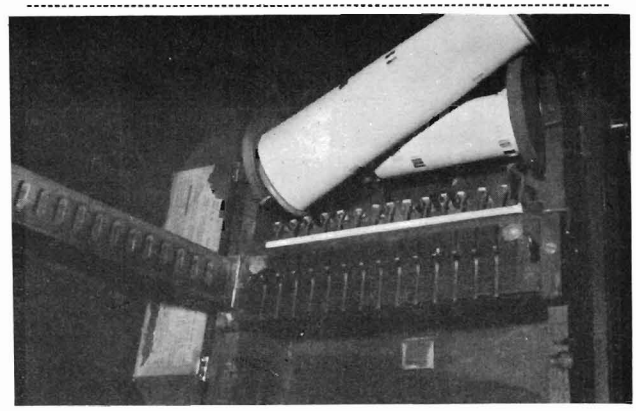
Dimensions of the case: 7'9" high, 2' wide, 1'6" deep.

This clock and its various accoutrements are presently in operating condition, although no rebuilding has ever been done to it.

If you want the finest, look no further. This is it. $2995.00. (Stock No. ORG–3006)

Note: Mr. A. Mukle and Daniel Imhof founded the firm of Imhof & Mukle, orchestrion builders of Vohrenbach, Germany, in 1874. Prior to that time both gentlemen were residents of Neukirch and were both engaged in the business of building musical clocks.

From 1874 until about 1925 the Imhof & Mukle firm turned out a wide array of orchestrions, mechanical pianos and related devices. The 19th century cylinder-operated Imhof & Mukle products had their mechanisms patterned after those used earlier in flute playing clocks.



The key-frame mechanism of the Gately. See next page for the offering of this instrument.



Gately Automatic Organ

This attractive table-top size paper roll organ uses an 8" wide paper roll of 14-note width.

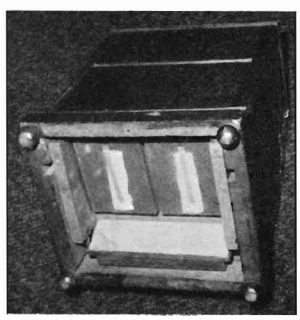
The top and four sides of the organ are richly embellished with gold stencil work, all of which is in nice condition now. The inscription *Gately Automatic Organ* appears within a scroll on the front and the back. On the top is a hand-operated shutter neatly stenciled *"EXPRESSION."*

This instrument is interesting in that it contains a key frame, much the same in principle of operation as that used on large band organs. When an opening (representing a desired note) appears in the paper roll, a metal key pops up through it. By means of a mechanical connection a pallet opens admitting air to a metal reed — which then sounds.

This instrument plays, although haltingly. With it is a paper roll – and others are available. An instrument in partially restored (a nice job) condition offered at the unrestored price of: $129.00. (Stock No. ORG–2374)

This instrument was made in Boston, Mass. in the 1880's. A virtually identical specimen appeared as Stock No. ORG–1901 on page 26 of our Catalogue No. 7.





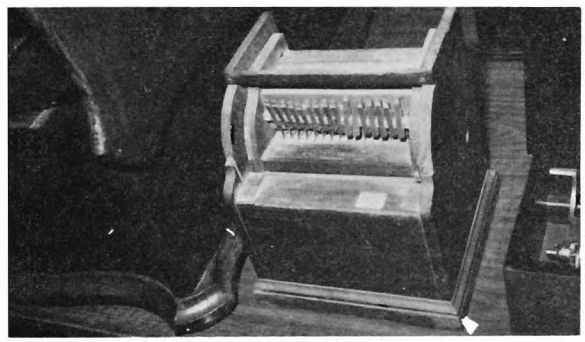
Choice Organina Paper Strip Organ

This little Organina has a "mint" condition case with bright gold transfers. It comes with a strip of music. You just have to supply the time to pneumatically rebuild it – and it will be ready to go. A nicer unrestored Organina doesn't exist!

$129.00. (Stock No. ORG–2101)

When sold in the 1880's the Organina was ballyhooed with interesting ads – one of which had the following to say (take this with a grain of salt!): "A wonderful triumph of mechanical skill and the most perfect mechanical instrument in design, operation and effect that has yet been produced. . .

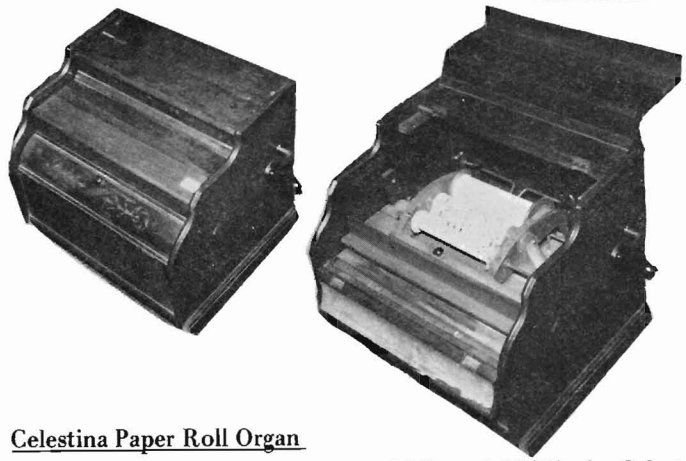
"The touch and expression of a superior organist are almost exactly reproduced, an effect which has never been obtained before in mechanical musical instruments, and we believe it a better, more attractive and more desirable instrument than a $100 French music box. . ."



Organina Organ w/Case Parts Missing

This Organina paper strip organ has had rough treatment. The top part of the case is gone, and the rest of the case needs a thorough cleaning and rebuilding – although it is intact. The reeds and actuators are all there.

Priced low at just $49.00. (Stock No. ORG–2335)



Celestina Paper Roll Organ

Manufactured during the late 1880's and 1890's the Celestina was one of the most popular of the paper roll organs. Today they are still popular (with collectors, that is) – and new music rolls can be ordered for them.

The specimen here offered is in choice unrestored condition. A refinishing and a pneumatic rebuilding will make the instrument look and perform like new. One roll of music is given with it.

The transfer lettering on this instrument reads *The Aeolian Organ and Music Co.* The original instructions are still to be seen on a paper label on the front hinged panel.

Reasonable at just $139.00. (Stock No. ORG–2358)

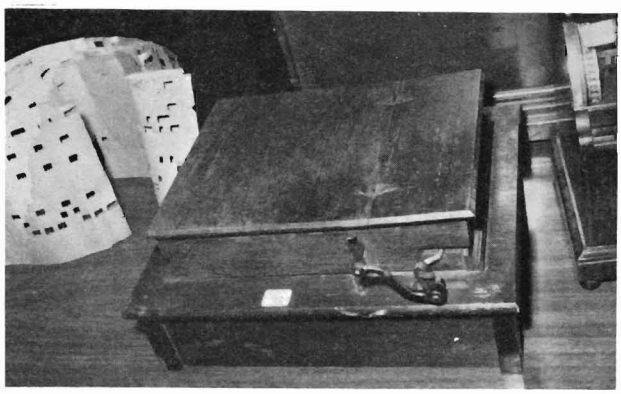


Mechanical Orguinette

Mechanical Orguinette paper strip organ manufactured in the 1880's by the Mechanical Orguinette Co. of New York City – later to become the Aeolian Co.

It uses a 7 7/8" paper strip. One strip of music is furnished with it. Other strips are available. If you want an interesting part time project, try making some of your own music. The musical scale is simple.

Unrestored, but clean throughout. A good value for just $119.00. (Stock No. ORG–1658)



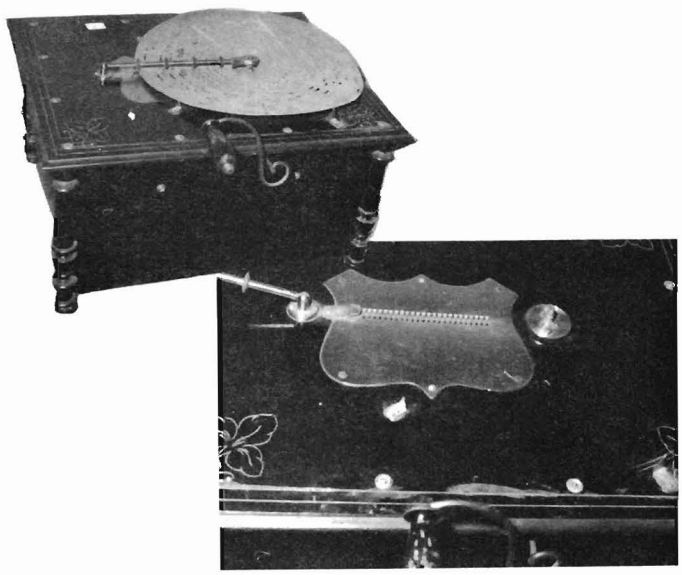
Early Mechanical Orguinette

This type of instrument is the forerunner of later roll-operated instruments such as the Celestina. It uses a 14-note paper strip, one of which is furnished with it. Additional strips are available.

The present instrument is unrestored and will require refinishing, pneumatic restoration (a simple job) and a new crank handle. Rebuilding one of these can be a lot of fun– and no more than a day of time is needed. Just the thing for a rainy Sunday!

Cheap at $89.00. (Stock No. ORG–2356)

During a recent trip to continental Europe we were surprised to learn that American paper roll and paper strip organs of the type that sell for $90 to $130 here bring about $50 more across the board in Europe. A few years ago they sold for less there than here. We noticed an unrestored Celestina priced at $250.00 and inquired as to the reason for the price. We were told that there is a ready market for these for use as hurdy-gurdy organs, now that the traditional Frati, Bruder, etc. hurdy-gurdy organs were more often than not priced in the $1000.00 range.



Atlas Organette Table Top Reed Organ

This Atlas Organette table-top reed organ was made circa 1895. It uses a 12" diameter perforated metal disc, a half dozen of which are furnished with it.

The music is played on 24 tuned reeds which operate via a like number of brass keys which depress as the projection on the underside of the disc passes over.

The instrument plays well and has a pleasant tone of moderate volume. With the Atlas Organette is its original wood shipping case with the original labels intact.

Overall measurements are 18" wide, 15" deep and 10" high. The case is of ebony with gold pin striping. As the instrument has been kept in its box over the years it is excellently preserved – and the brass, for instance, is still of its original brightness.

The instrument is ready to perform for you as soon as you take it out of its packing box. $249.00. (Stock No. ATL-1661)

This instrument is contemporary with the well-known Ariston table top reed organ of somewhat similar appearance. However, the Ariston keys are lightly positioned – enabling it to use a cardboard disc. The heavily sprung keys of the Atlas Organette make a metal disc a necessity. A tall upright Amabile organ which used dimpled (rather than perforated) discs of metal passed through our hands recently.

The field of small table-top reed organs, both of the paper roll (or strip) mode and the disc mode furnish an interesting collecting field – one in which an outstanding collection may be assembled at moderate cost. Indeed, many extremely rare examples have been offered in our recent catalogues in the $100 to $300 range.





Improved Harmonette Paper Strip Organ

This brightly stenciled (all original) attractive little organ was made during the 1880's by the Massachusetts Organ Co. It uses a 17-note paper strip. As of this writing we do not have any music to go with it. One of the 17 reeds is missing, otherwise the little organ is choice throughout – but in need of pneumatic restoration.

The Harmonette, with its attractively sculptured case, is one of the prettiest of the little hand-cranked reed organs which provided the latest in music for parlor gatherings when Grover Cleveland was president. Apart from its missing reed, the one offered here is exceptionally choice. And for our low price, you can't go wrong. Incidentally, shipping is a negligible cost for most of these small paper strip organs.

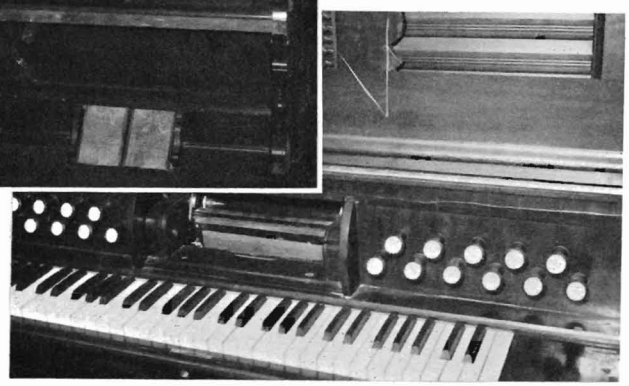
Just $99.00. (Stock No. ORG–2344)

Note: The original advertising for this instrument, sold also as the "Orchestrion Harmonette" noted that it had 16 notes. If this is the case, then what we consider to be a missing reed might be just a blank space.

However, to be on the safe side, we offer it with one reed missing. If another owner of a similar instrument reads this and can clarify this point, please contact us.

Incidentally, if you want a chuckle or two, turn to page 664 of "A Guidebook of Automatic Musical Instruments" and read all of the advertising mumbo–jumbo about this instrument and its contemporaries!





Wilcox–White Player Reed Organ

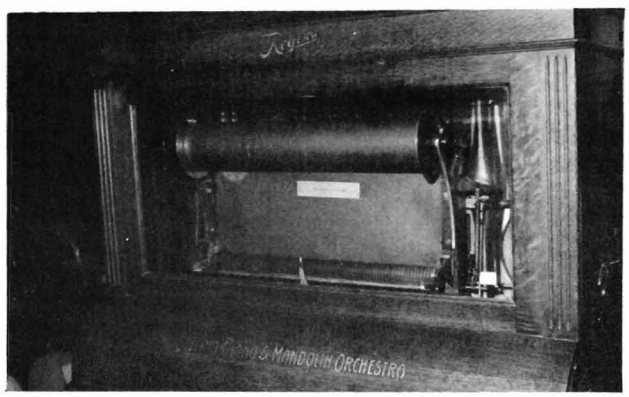
This instrument is attractive and is desirable in all respects save one: we have no rolls with it. It uses Wilcox–White rolls of about 9 3/8" paper width. None came with it when we acquired the instrument. Due to this fact we are pricing it about $200 below what we would normally ask – a $200 savings which will help you search for and build a roll library!

The instrument dates from the turn of the 20th century. It is of walnut wood and measures 4'8" wide, 2'4" deep and 4'10" high. It has 22 draw stops, 18 of which are for the reed banks and four of which operate various controls such as the rewind mechanism.

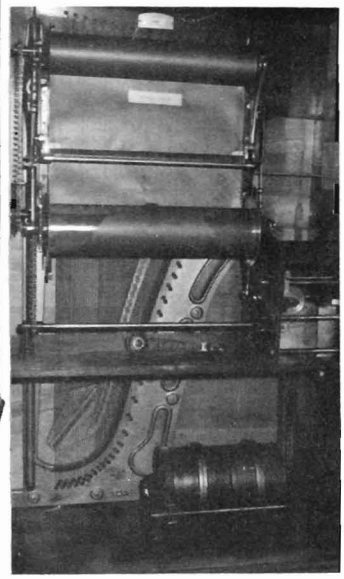
The organ front panels are in reality hinged swell shutters, a feature which will lend much expression to the music.

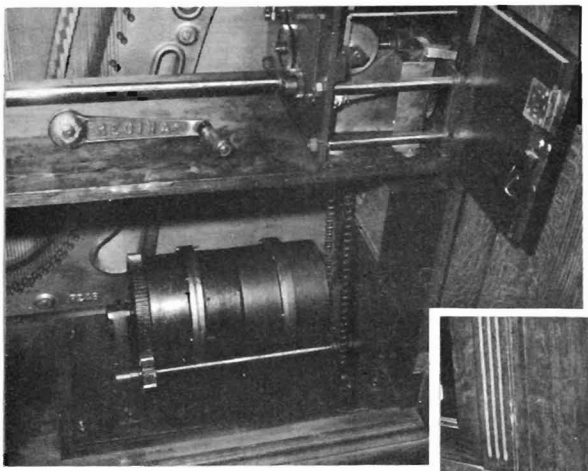
In unrestored but fine restorable condition this choice organ is offered for just $495.00. You'll do a lot of looking to find a player reed organ of comparable quality offered for such a low price.

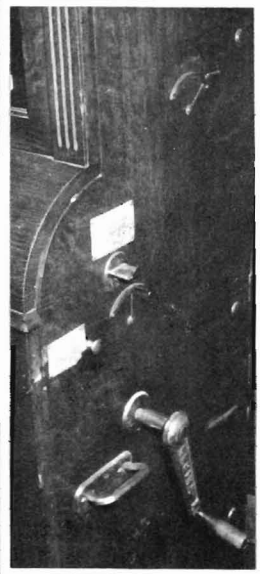
$495.00. (Stock No. ORG-2008)





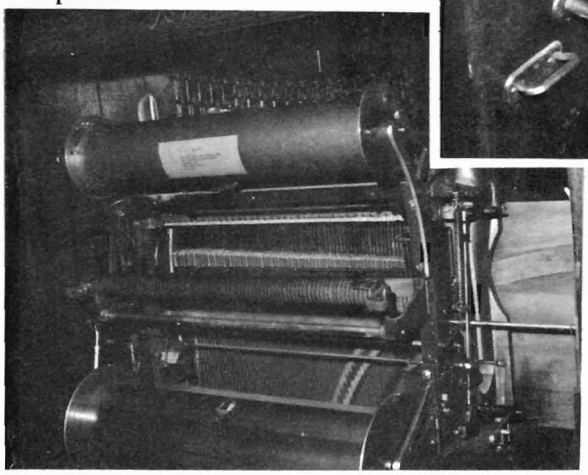






The anatomy of the Regina Sublima and Mandolin Orchestra. This particular specimen is exceptionally choice. All of the interior parts maintain their original brightness!

The Sublima is one of the scarce instruments from the first few years of the 20th century – when coin-operated music was just catching on with the American public.



Exceptionally Choice Regina Sublima & Mandolin Orchestra

The Regina *Sublima* was one of three types of Regina coin-operated pianos sold by the Regina Music Box Co. of Rahway, New Jersey during the first few years of the 20th century. (The others were the *Concerto*, which used a 32" metal disc to play the piano strings, and the *Reginapiano*, an "A" roll keyboard instrument which presumably used standard Monarch mechanisms – although we haven't personally seen a Reginapiano, so this is supposition).

The Sublima consists of a beautifully made piano of abbreviated scale on which mechanically vibrating hammers play either a piano effect or a mandolin effect. The sound of the Regina Sublima can best be described as a sort of "strumming." It is piano music, but very mellow and sweet in tone with a lingering resonance.

A lever at the side permits the Sublima to be played as a piano, as described in the above paragraph, or when in the "Mandolin On" position it plays with a rapid repetition – much in the manner of the Wurlitzer *Mandolin Quartette*, although at lesser volume.

The instrument uses a 19½" wide special Regina Sublima roll of 79 notes (including control perforations). Each roll is of five tune length. The rolls are made of a stiff paper, somewhat like Imhof & Mukle rolls but slightly thinner.

The Regina Sublima we offer is a gem of an instrument. To be sure, it does need some care, but this is very minor in nature and consists of some attention to very minor wood trim parts. The inside of the instrument is *gleaming* – all of the metal parts are as bright as the day they were made. If the instrument had been kept hermetically sealed since 1905 it could not be in better condition today!

The instrument plays well in all respects. It is coin-operated via a 5¢ slot on the right side. *The instrument is equipped with its original spring motor and drive assembly.* This is extremely unusual as 90% of the ones originally furnished with the large double barrel spring drive were later converted to electric motor operation – and the spring drives were scrapped.

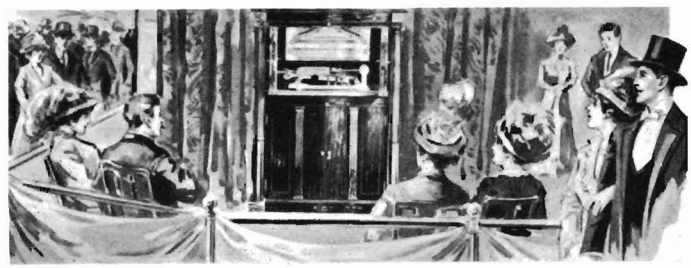
With the instrument is a choice roll (presently on the instrument) with *Toot, Toot, Tootsie* and other popular numbers. Also furnished are several other rolls – these others need some repair to be made operable.

The instrument is complete, in beautiful condition and is ready to perform for you the moment it arrives. Considering that an inferior quality Sublima recently sold for $3500.00 the gem specimen we offer here should be an outstanding value for just $2495.00. (Stock No. REG–2341)

Most of the works of the above instrument were manufactured by Polyphon of Germany. The exterior case appears to have been fabricated in America. Regina apparently imported a number of varieties of the Sublima from Polyphon. We conjecture that the "Pianette", a 39-note (this must have been a typographical error – it appears larger) piano illustrated on page 161 of "A Guidebook of Automatic Musical Instruments" and sold by Lyon & Healy was probably a Sublima obtained from Regina. Likewise the "Wurlitzer Tremolo Piano" was the Regina Sublima under a different label.

The presently offered specimen has the large and showy lettering reading :SUBLIMA PIANO & MANDOLIN ORCHESTRA across the front. This must have been a later model, as earlier identical instruments were more modestly called more modestly the SUBLIMA PIANO. One of these is illustrated on page 133 of "Player Piano Treasury."

The Sublima is important as one of the very earliest coin pianos on the American market. To put it in its proper perspective we will estimate that the one offered here dates from the 1903–1905 period. At that time such firms as Seeburg, Operators Piano Co., Marquette Piano Co., etc. were just barely beginning or had not yet been thought of. The coin piano market was comprised mostly of 44-note cabinet styles. Wurlitzer had just introduced the Pianino. The Encore Banjo was to be found by the hundreds, especially in New York and other eastern cities. The only two companies who advertised extensively at this time in the coin piano field were Peerless and Wurlitzer – and from all indications in the trade papers, Peerless would grow to be the largest mechanical music firm in the world (it didn't quite work out that way!). About this time the Regina Music Box Co., incidentally, turned down the opportunity to buy out Eldridge Johnson's business (Victor talking machines) – and thereby made one of the most outstanding wrong decisions in American musical history (by 1920 Regina was in virtual bankruptcy; Victor was selling millions of dollars worth of phonographs via over 2,000 dealers!).





THE MILLS VIOLANO–VIRTUOSO

Automatic Violin–Playing Machine. . .

The Mills violin player had its inception with a violin-only (without piano) model made c.1904. Within a few years the *Automatic Virtuosa* violin machine achieved modest sales. A 1908 tour of England in which one of these instruments was featured in stage performances accompanied by a human pianist convinced Mills that an automatic piano should be incorporated with the violin.

The result was the *Violano–Virtuoso.* Appearing at the 1909 Alaska-Yukon-Pacific Exposition in Seattle the violin/piano player stole the show at the U.S. Patent Office exhibit. From that time until about 1930 the Mills Novelty Company of Chicago, Illinois produced about 5,000 of these instruments.

Today the Violano–Virtuoso is a favorite with collectors. Virtually every representative collection includes at least one. Fortunately, Violanos are among the most plentiful (if a surviving population of a few hundred can be called plentiful) of the old-time coin-operated players remaining with us.

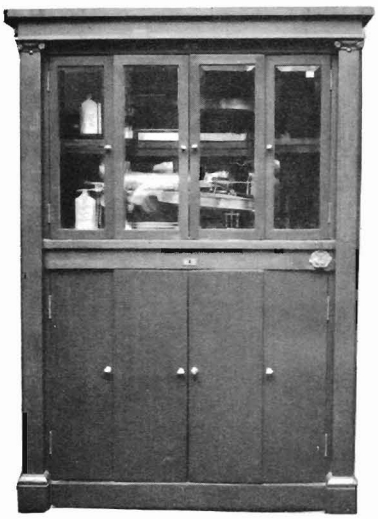
The Violano-Virtuoso is completely electrically operated via small electric motors and electromagnets. A series of wire brushes "read" the holes in the Violano roll as they pass over the contact roller.

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

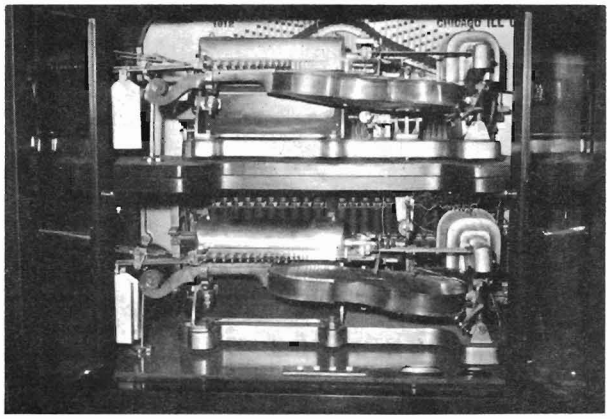
Properly regulated the Violano is a very musical and expressive instrument. Their "human interest" factor is high. The Violano has been and will continue to be a favorite of collectors everywhere.

For further reading on the Violano's history refer to pp.25-27 of our Catalogue No. 8; to "The Violin Players" a chapter in PLAYER PIANO TREASURY; etc. On request, we will send with each Violano purchased from us an instruction manual.

The instruments we offer for sale include several different Violano styles . . . see our following listings.



MILLS
Violano-Virtuoso





"Double Mills" DeLuxe Model Violano-Virtuoso

The "Double Mills" (as it is called by collectors) is a perennial favorite with collectors. While the double violin models are certainly scarce (only a few dozen are known) we have had seemingly more than our share of them in the past two years. Probably a dozen specimens have passed through our hands.

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

Instrumentation consists of a piano and *two* violins. The instrument was acquired by us from the estate of a prominent collector. Much rebuilding work (rewiring, polishing of parts, etc.) has been done. The only thing we would change if it were to belong to our exhibit is the bottom violin shelf. The former owner painted it a bright red – and this should be re-done to a mahogany color. It was slated for use in a restaurant, and this was done to better display the violins.

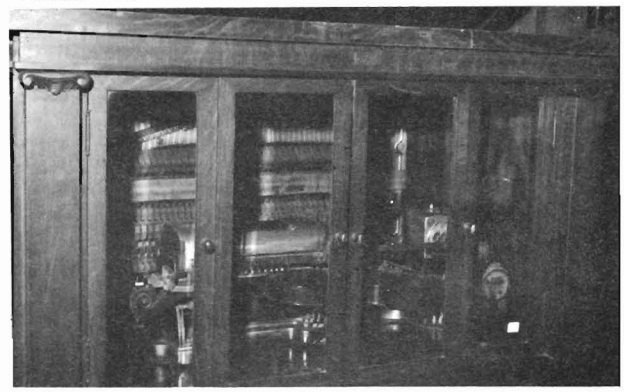
This instrument is well on its way to being in beautiful playing condition. Purchase this one and you'll save quite a bit of time with the work that has already been done.

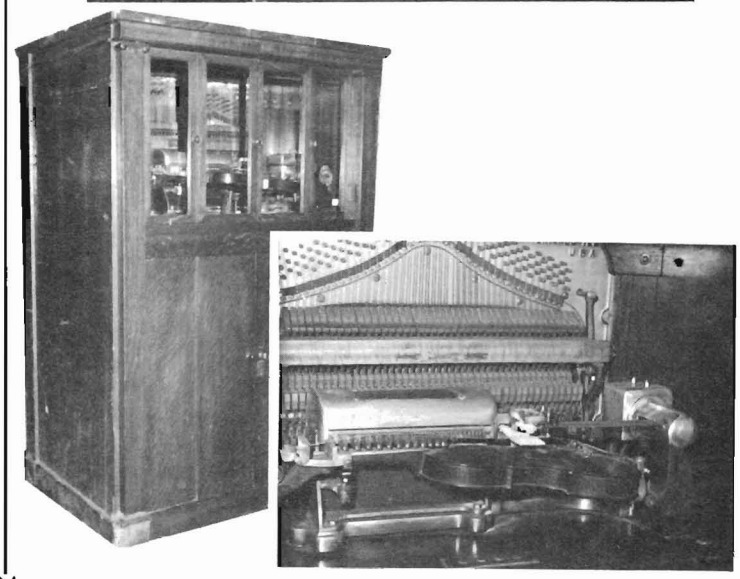
A good value for collector or dealer at our price, including three music rolls, of just $3395.00. (Stock No. MIL–2115)

In "Player Piano Treasury" author Harvey Roehl has this to say about the DeLuxe Violano:

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

As is the case with any other instrument purchased from us, we'll gladly advise you concerning any aspect of the restoration or repair of a Violano.





Violano-Virtuoso; Single Model in Quartered Oak Case

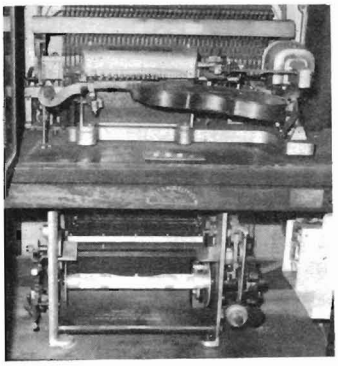
This Violano is in an attractively patterned quartered oak case. It is a single-violin (with piano) model and measures 5'3" high, 3'7" wide and 2'7" deep.

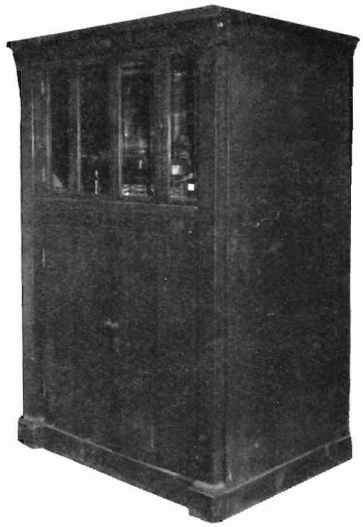
The case will need some veneer work, especially around the base strip. Otherwise it is in need of just a normal refinishing.

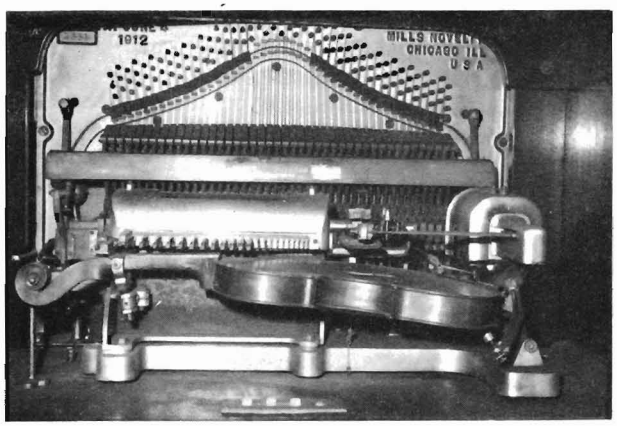
The interior of the instrument is in need of regulating and repairing. The instrument can be fairly described as an instrument which is close to being in playing condition. The previous owner had it playing two years ago – and it has been in storage ever since.

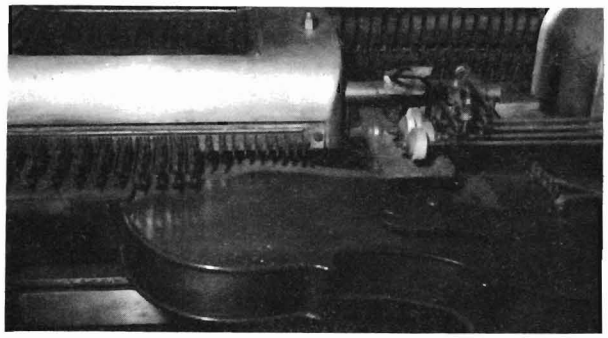
The instrument is attractive, sound and is every bit as nice as two or three others which have sold for over $2,000.00 recently.

With three rolls it is offered for just $1695.00; or just $1635.00 without rolls. (Stock No. MIL–1794)









Violano-Virtuoso; Single Model in Mahogany Case

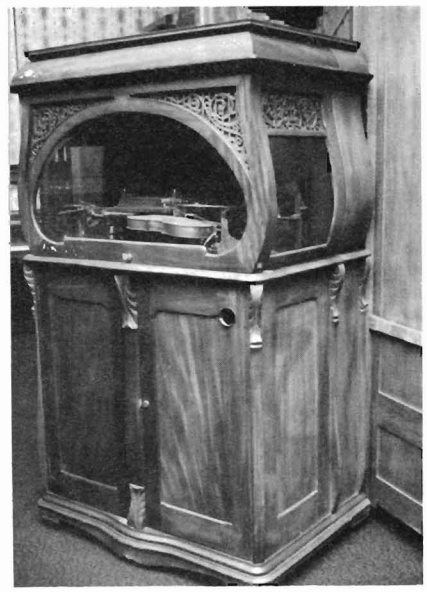
This model is the standard single-violin model with piano accompaniment. Made in the early 1920's it was sold as the Grand Model Violano Virtuoso.

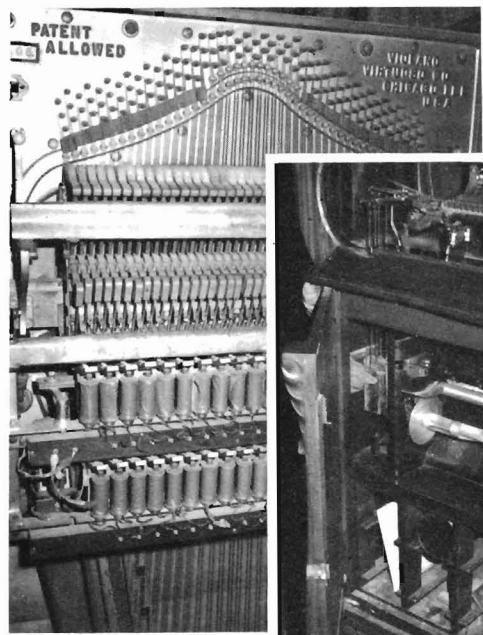
Over the years this instrument has received rough treatment, with the result that the case will require complete refinishing, including reveneering of the top. A number of smaller parts are missing including the weight arms and weights, the metal contact roller and the power supply (however, most collectors today use a rectifier anyway).

If you want to save hundreds of dollars this will be a good value for you. The violin, the piano and the case structure are sound – and with rebuilding there is no reason why the Violano can't be "like new" once again.

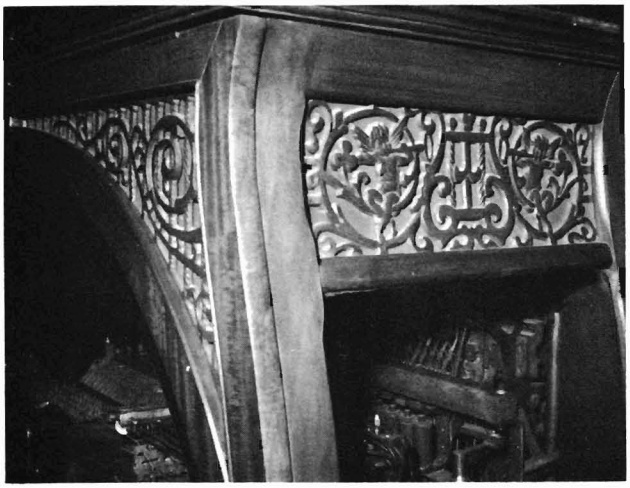
Dimensions are: 5'4½" high, 3'7" wide and 2'7" deep.

The price is a low $1295.00. (Stock No. MIL–2302) with 3 rolls – or $1235.00 without rolls.











This is one of the most ornate coin-operated instruments ever made in America. Ask to see a color photograph of this one – it's very beautiful.

The bottom photo shows the violin-playing mechanism. The protective finger-magnet cover has been removed to permit a view of the interior.

Early Ornate "Bow Front" Violano–Virtuoso

The appearance of this early Violano–Virtuoso makes it a real show - stopper. It is spectacular, to say the least!

The "bow front" models are scarce to begin with. We handle a dozen rectangular-case models for every one of these. The specimen we now offer is even more unusual in that the case must have been custom ordered. It is of mahogany with the grain and striping matched to give it a richly figured golden to rich red color. Ask for a color photo of this one and you'll see what we mean!

The violin mechanism is visible from the front through a sculptured beveled glass window and through each side via gracefully curved glass windows. Above each window is an ornate metal latticework.

The case is further beautified by carvings on the corners and on the front bottom doors. The sides of the piano are sculptured in a graceful curve to conform with the outline of the rest of the case (this is a rare feature; the piano case was usually square – as in the specimen shown on p. 195 of *Player Piano Treasury*). The serial number of this instrument is 196.

This Violano-Virtuoso is a real beauty and will add to the finest collection. To say that this is a rare opportunity is an understatement!

Price on request. (Stock No. MIL–2331)

Superbly Crafted Weber Grandezza Nickelodeon

From the standpoint of outstanding musical quality some of the finest automatic instruments to ever grace America and Europe were manufactured deep in the heart of the Black Forest in Waldkirch, Germany, by Gebr. Weber (Weber Brothers).

The Weber instruments range in size from the Grandezza and Unika keyboard models (such as the Grandezza here offered) to the Elite – a large cabinet orchestrion which, unfortunately for posterity, was manufactured only in limited quantities. The largest collectible Weber instrument is the Maesto, a large cabinet orchestrion containing piano, several ranks of pipes, drums, xylophone, traps, etc. We have one of these on permanent display here at the office. You may have heard it on our new *Wurlitzer and Weber Orchestrions!* hi-fi record. Of the four Weber Maesto orchestrions known in America we have handled three of them (having purchased the most recent one for $13,300.00 – it was resold immediately for a nominal markup) and have been instrumental in arranging the purchase of the fourth, the specimen in the famous Haning & White Collection.

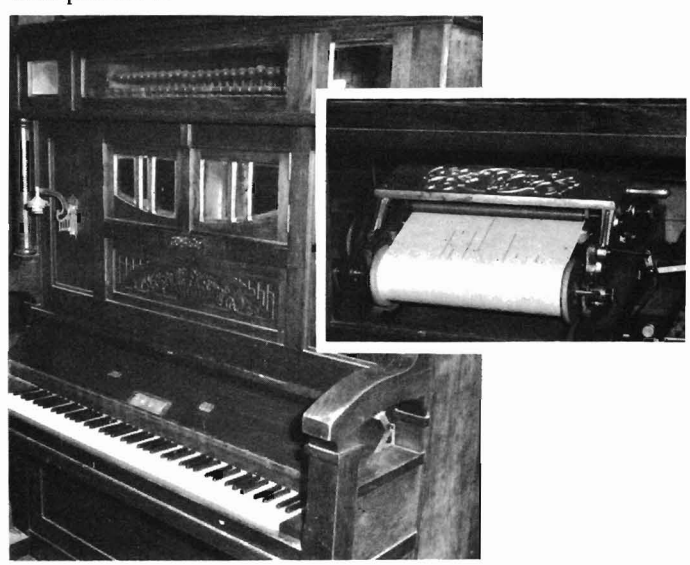
Although we are digressing a bit from our purpose in this section (which is to interest you in a Grandezza) you might find these side comments interesting.

Closely resembling the Maesto in size and music is the Solea orchestrion. To our knowledge there are two of these extant in collections, and we assisted with the purchase of each: the specimen owned by Mr. Steve Lanick of Pittsburgh, Penna. and the one owned by Mr. Larry Givens of the same area.

Slightly smaller than the Solea is the Weber Otero. We have handled several of these and are, in fact, restoring one of these now in our workshop for a customer. Another Otero, our Stock No. WEB–1620, is in our stock for sale as of this writing. You'll see it described elsewhere in this catalogue.

The Grandezza piano, although large (it is about 50% larger than a Seeburg with comparable instrumentation) is one of the smaller Weber models. However, from a musical standpoint it can be proud of its accomplishments. The instrument consists of an elaborately constructed expression piano capable of many fine tonal nuances and shadings – more in the manner of a reproducing piano than the normal loud–soft of contemporary instruments. Accompanying the piano are two extra instruments: a mandolin attachment and a large xylophone. The xylophone music is arranged to permit fantastic *solo* effects.

We recommend the Grandezza to anyone who wants to work on a superbly crafted instrument with wonderful musical potential.



The specimen offered here is 6'3" high, 5'6" wide and 3' deep. The xylophone is mounted horizontally behind glass at the top of the instrument – so you can watch the strikers in action as it plays. The instrument is in choice fine unrestored condition and will present no undue problems in rebuilding. As is the case with any instrument you may purchase from us, we are always willing to help with any technical questions or advice during your rebuilding. We are familiar with the mechanisms and will be glad to share our knowledge with you at no charge.

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

An excellent buy for just $1895.00. (Stock No. WEB–1824)

In the description of another Grandezza (which has since been sold to an Illinois collector) in an earlier catalogue we commented on how the Grandezza worked. As that description is relevant here, we repeat it:

As is the case with most other Weber instruments the Grandezza has both a pressure and a vacuum system. Having a pressure system in the Grandezza, an instrument without pipes, would at first seem to be unnecessary. However, the Weber firm produced the Grandezza as a piano capable of fine nuances and shadings – and the pressure system aided in this accomplishment.

Here's how pressure plays a part: The holes in the Grandezza roll are "read" as they pass over the brass tracker bar. However, they are read by air under pressure (instead of the usual vacuum). As a roll hole is exposed a puff of air blows through it to the outside. To prevent the roll from lifting it is held against the tracker bar by a slotted roller.

The systems for playing the piano and the xylophone are all vacuum operated. However, the vacuum units are surrounded in certain places with PRESSURE areas (rather than the normal atmospheric pressure of the outside air). This combination of wind and vacuum produces a much greater differential than would otherwise be possible. The result is that the Weber Grandezza is capable of an astoundingly fast repetition rate. For instance, a series of closely spaced holes in the roll will cause the xylophone beaters to vibrate with a speed faster than the human eye can follow! This permits a wide variety of unusual effects, including the ability of different xylophone beaters to sound with varying rates of repetition at the same time. It also permits instantaneous piano response – and gives the instrument a sensitivity which permits it to play music with true feeling.



Weber Grandezza w/Xylophone

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

Instrumentation consists of an excellent piano (by Feurich) with extensive expression controls, a melodious xylophone and a mandolin attachment.

Dimensions of the case are 6'2" high, 5'4" wide and 3' deep. The case is of light golden oak – and is well preserved. Refinishing would not be necessary.

The instrument is in choice unrestored condition. It comes with a supply of multi-tune popular rolls.

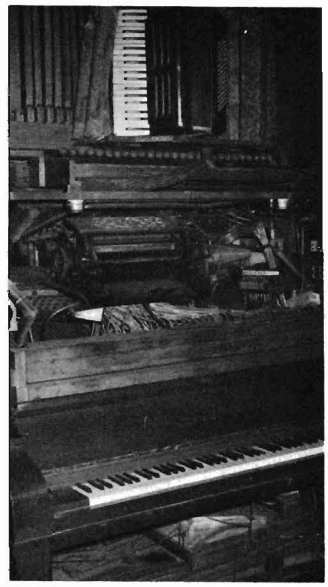
$1895.00. (Stock No. WEB–2025)

The rebuilding of the above instrument will be a pleasure. We've rebuilt several Weber instruments of various types ourselves – and can say that because of the beautiful workmanship they are a pleasure to work on.

As is the case with any instrument you purchase from us, we'll gladly give you any advice you need concerning ordering of parts, regulation and other rebuilding matters.

One of our customers who had never rebuilt an automatic instrument of any kind purchased a Weber keyboard piano from us as his first effort in this direction. Equipped with a copy of "Rebuilding the Player Piano" and with some pneumatic cloth and other supplies he had the instrument operating beautifully in about two months' worth of spare time.





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





Above: The register controls for the changing effects.

Left: The accordion with violin pipes behind it.

Weber Brabo Orchestrion with Accordion

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

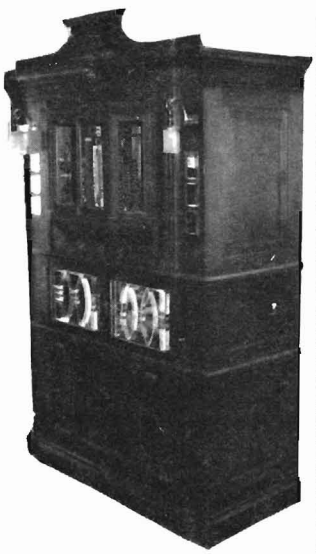
Dimensions are 8'3" high, 5'3" wide and 2'11" deep. The instrumentation consists of a piano, mandolin attachment, xylophone, a rank of violin pipes and an accordion. The accordion was not originally with the instrument, but was added later – probably by the distributor, in keeping with the usual practice.

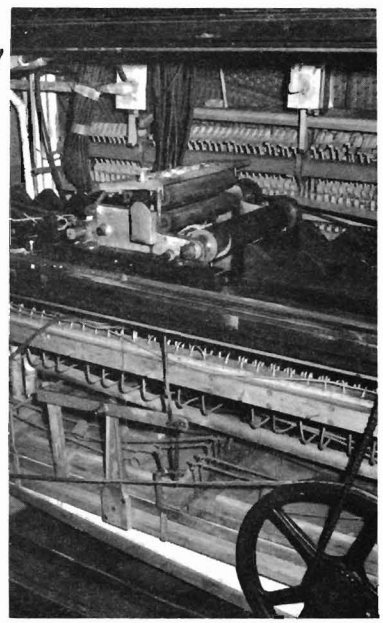
The orchestrion is unrestored and will need a nearly complete rebuilding. However, the components are in fine unrestored preservation, and should be easy to work with. The case will not need refinishing; some touch-up work will suffice.

If you like the sound of Weber orchestrion music – and this type of music is a favorite with many – you'll find this Brabo to be an outstanding instrument. A supply of music rolls comes with it, and others may be obtained.

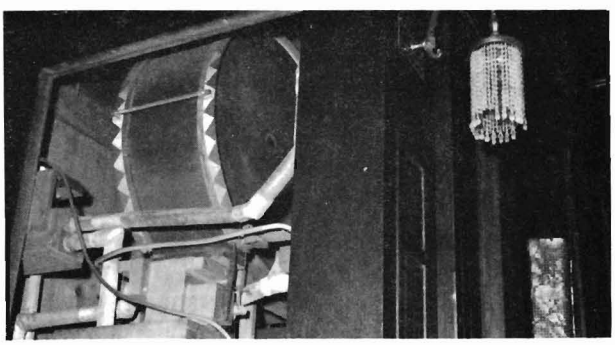
An excellent value at $3495.00. (Stock No. WEB-2026)

The Brabo style was one of the most popular medium-size orchestrions made by the firm of Gebr. Weber of Waldkirch, Germany. Weber gave fanciful and romantic names to its instruments (as did certain other makers) – Grandezza, Unika, Styria, Otero, Solea and Maesto being other examples from the Weber line.

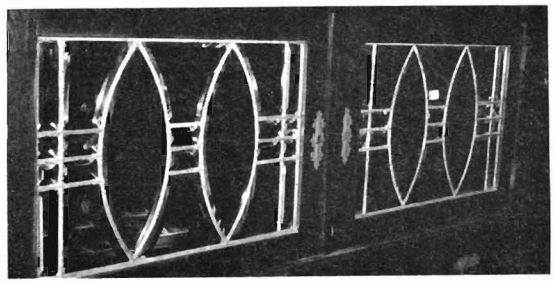




The Weber Otero. . .



The bass drum as seen through the left side panel.



The beautiful mirrored roll case doors.

Weber Otero Orchestrion w/Accordion

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

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

The instrument had the accordion added, probably by the Weber distributor as all of the casework matches perfectly. The accordion is tubed to what otherwise would be a rank of flute pipes. The accordion is a large Hohner model and is mounted in fully displayed position where it can be seen as well as heard. As is the case with the other instruments, the accordion is turned on and off by appropriate registers.

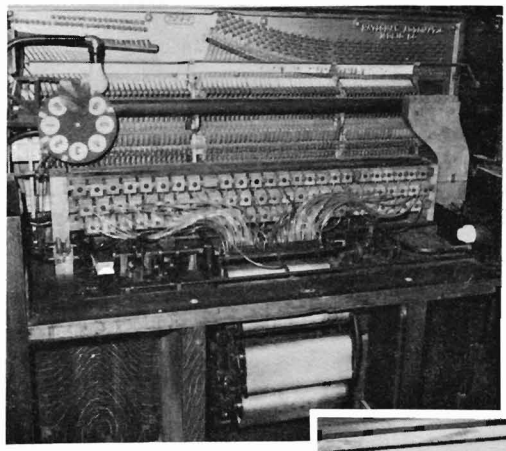
The appeal of the larger Weber instruments is due to the wonderful arrangements on the music rolls – which often have the stylistic arrangements used by popular dance bands and combos in the 1920's and 1930's. The Otero is equipped with many expression devices which heighten the musical capability.

The instrument is in need of thorough restoration. It will be a lot of work, but the resulting music will be well worth the wait and the effort!

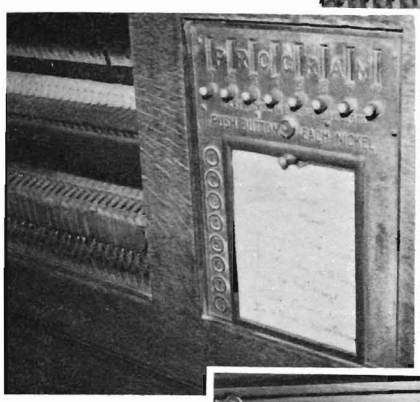
Measurements of this magnificent and imposing instrument are: 10' high; 6½' wide and 2'10" deep. The top and bottom are connected via easily-disconnected junction blocks to permit easy moving.

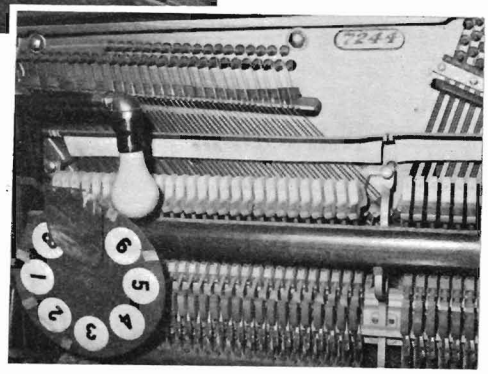
An excellent value – and one that will be a classic centerpiece for your collection – for just $4995.00. (Stock No. WEB-1620)











National Nickelodeon Piano w/"Ferris Wheel" Roll Changer

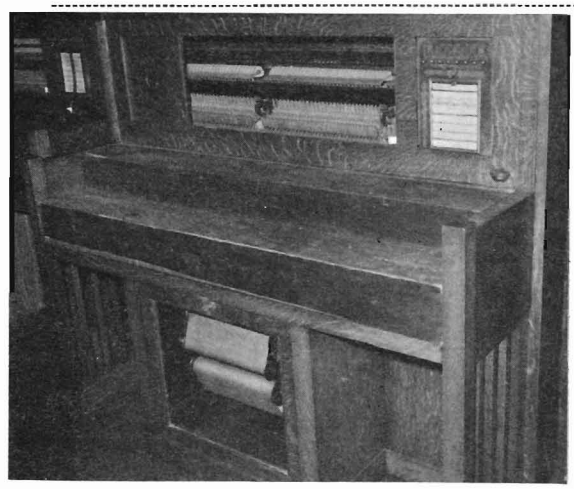
For toe-tapping "nickelodeon" music in the usually thought of sense the National piano is hard to beat. The arrangements are snappy, fast and have that "Roaring Twenties" sound. For this reason Nationals have always been good money earners in public museums.

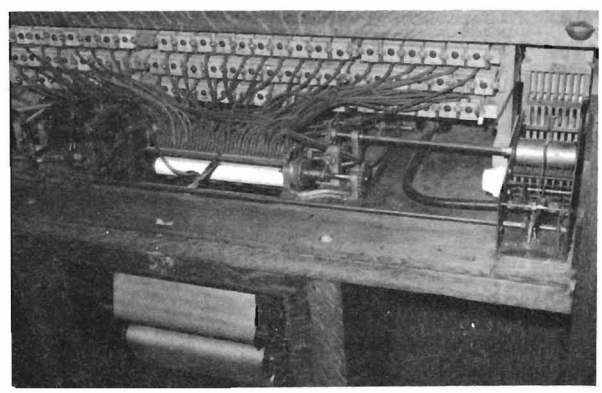
From a mechanical viewpoint the National is quite interesting. Some of its unusual features are: (1) An automatic roll changing device that holds eight different rolls. When a roll has played through it disengages immediately from the near-the-tracker bar playing position and moves away so that another roll can be brought into place. The rerolling is then done while another roll is playing – an unusual feature. (Note: Wurlitzer and other types of changers have a pause while the rerolling takes place). (2) A tune selecting device. This is accomplished by having eight different coin slots – one coin slot for each of the eight rolls! Put a nickel in the appropriate slot and you hear the exact tune you want. (3) A tune indicator. A numbered wheel, one number of which is visible at a time through a small window, indicates which tune is in the playing position at a given moment. (4) No keyboard – even though the National is in the form of an upright keyboard piano (and even has the dimensions of one: 4'8" high, 5'3" wide and 2' 5" high). The space usually occupied by the keyboard is full of mechanical gadgetry for the roll changer and the selection device.

The instrument here offered is in an attractive light oak case. Although it has not been rebuilt, some work has been done on it – and it presently plays. In fact, it sounds nice! We offer it, however, as an unrestored instrument. With it are enough rolls to fill the changer plus some extras as well. This nickelodeon piano is an excellent value for $1495.00. (Stock No. NAT–1958)

Note: Although the National pianos of the type offered above were built in Grand Rapids, Michigan few were ever distributed in the eastern or midwestern parts of the United States. Rather, the distribution seems to have been mainly in California and other western states. Today National pianos are seen with some frequency in western collections, but not in eastern ones. Perhaps we'll help correct the original uneven placement of these! At least two eastern museums; the (Sanders family) Musical Museum in Deansboro, N.Y. and Bellm's Cars & Music of Yesterday in Sarasota, Fla., have Nationals, however.

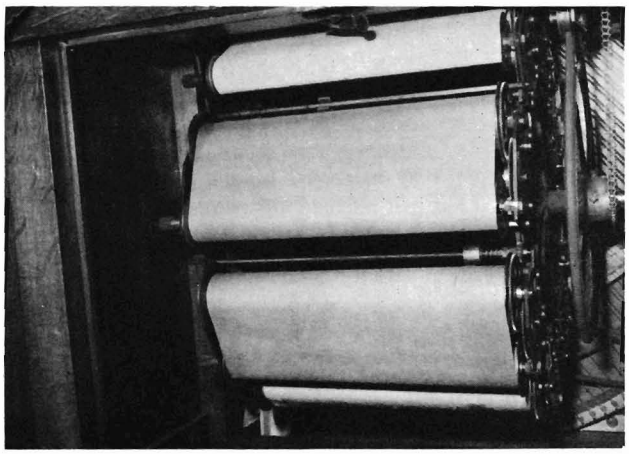
Specimens are illustrated on pp. 122 and 203 of "Player Piano Treasury." The latter one, the Allen specimen, appeared in one of our earlier catalogues.





Another Choice National Nickelodeon w/Roll Changer

This National coin piano is attractive in all respects. It has been partially restored (including extensive retubing) and now plays well. The case, with the exception of the fallboard, has been nicely refinished to the original golden oak color. (The previous owner intended to replace the fallboard with plexiglass to permit a view of the innards). The fallboard is with the instrument, but has the original finish – as shown in our illustrations.



The National is equipped with the eight-roll automatic changing device. This is operated by putting a coin into any one of eight separate coin slots. By means of an ingenious mechanism the changer then advances to the appropriate selected roll and plays it.

The instrument comes with a changer full of popular tunes, plus some extra rolls in addition.

For a game room or den this instrument will be a lot of fun. It would make an important addition to any nickelodeon collection – to illustrate one of the most interesting and clever roll changing and selecting mechanisms ever devised.

An excellent value at $1495.00. (Stock No. NAT–2307)

The only other roll-changer with automatic selection of tunes known to us is that installed by Hupfeld on certain of its Kino–Pan photoplayers. As of this writing, we have never seen one of these latter devices. Regular roll changers of Wurlitzer (nee Philipps), Hupfeld, etc. are not automatically selecting, but play the next tune(s) in rotation.

A Compact Hupfeld Helios Keyboard Orchestrion

This Hupfeld Helios is a masterpiece of the art of fitting many different instruments into a small case! Above the keyboard of this Helios is the orchestra chamber which contains: a set of orchestra bells, a rank of cello and violin pipes, a bass drum, a snare drum and cymbal!

Overall the instrument has petite dimensions. It is just 6' high (short for an instrument containing as much as this one does), 5' wide and 2½' deep. In addition to the effects enumerated above the instrument has a keyboard piano with a mandolin attachment. At the top of the instrument is a set of louvered swell shutters for expression effects.

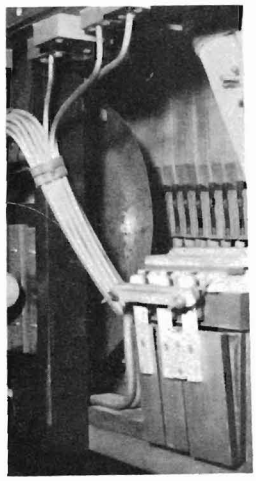
This is one of the latest Hupfeld instruments we have ever seen. It apparently dates from the very late 1920's or early 1930's and has easily-removable (they are attached by a small spring) unit valves – making servicing very easy.

The case is of light golden oak and will require refinishing. A clear glass panel on the front reveals the set of orchestra bells.

The orchestrion uses the regular Helios rolls, a supply of which go with it.

This is an unusual example of a very *small* (physically, not musically) Helios – and should fit nicely into a display area with a low ceiling height. The instrument is unrestored. It is very well built. The inside parts are clean and bright and should afford a pleasurable restoration. We recommend it highly.

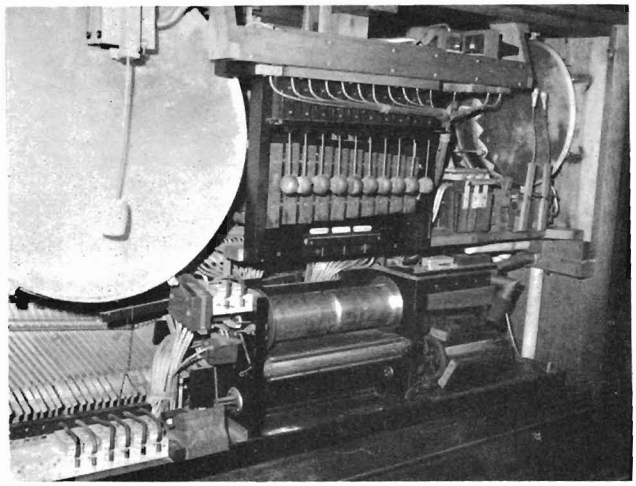
Just $2995.00. (Stock No. HUP-1503)



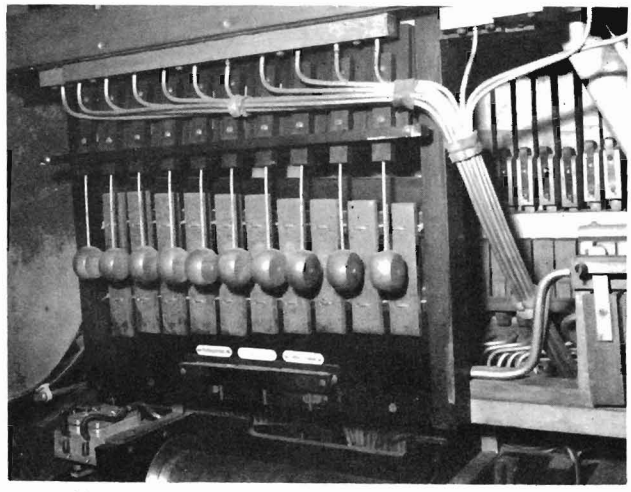


Above: The cymbal, hidden behind the roll mechanism, is partially visible.

Right: Overall view of the Helios orchestrion.



The top part of the Hupfeld Helios keyboard orchestrion is crammed with instruments – some of which are shown here.



The set of pure toned metal orchestra bells dominates the center front – and is visible through a clear glass panel when the front is on the case. The bells play from a special solo section in the roll (cf. p. 5 in our Catalogue No. 7 for an explanation of how the solo section works).

A message of interest to owners of. . .

Large Orchestrions...

We are now beginning work on the construction of a perforating/recording device which will permit us to recut existing and arrange new orchestrion rolls. If you have any of the following orchestrion styles and did not purchase them from us (we have a record of our own customers' purchases) and would like to participate in a future program of loaning your rolls in exchange for copies of others, please let us know. Our immediate researches include layouts for the following styles:

Philipps Pianella (Wurlitzer Mandolin PianOrchestra)
Philipps Cecilia (Wurlitzer Concert PianOrchestra)
Philipps (&Wurlitzer) Paganini
Hupfeld Helios
Hupfeld Pan
Popper & Co. – various
Weber Maesto/Solea, etc.
Welte Brisgovia
Welte Philharmonic II

Although this notice is a bit premature (production of rolls is not anticipated for at least a year) we would like to establish contact with roll owners now. Write to Terry Hathaway today.



The Pierre Eich Super Violin. . .



Pierre Eich "Super Violin" Piano w/Pipes and Mandolin

Designated as the *Super Violin* model this nickelodeon piano features an excellent keyboard piano, a mandolin attachment and a rank of 30 well-made violin pipes. The violin solo part of the piano scale is so arranged that the piano may be silenced during the playing of violin solos – much the same arrangement as used on the Coinola orchestrions.

This instrument was made circa 1930 by the firm of Pierre Eich. The Eich firm was well known for quality instruments with elaborate expression effects.

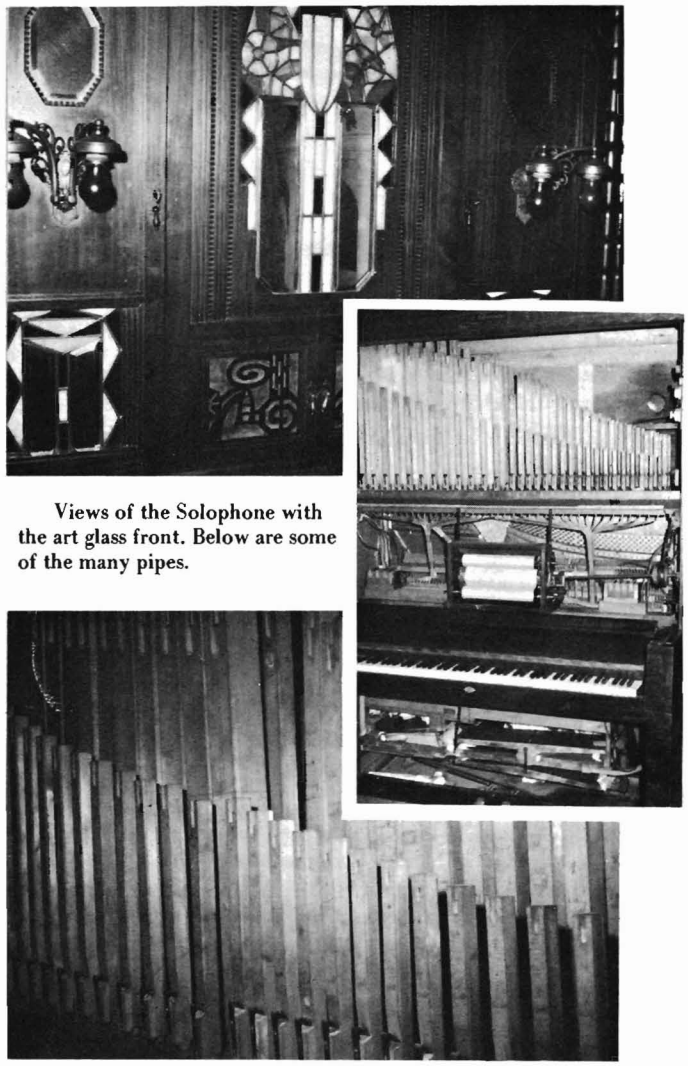
The Super Violin measures 6'8" high, 2'8" deep and 5'3" wide. It will take no more floor space in your home than an ordinary upright keyboard piano – and, of course, it can be played by hand as a regular piano if desired.

The case of the Super Violin is decorated with beveled mirrors and illuminated escutcheons and with two green art glass panels (in the roll doors). The instrument is unrestored but is as "clean as a whistle" inside and out. It will be an easy restoration – and will be a pleasure to work on. We venture the offhand estimate that a nominal amount of time spent tightening chests and doing minor pneumatic work would make it play well once again - and that complete restoration is not necessary.

Two dozen multi-tune popular rolls are furnished with the instrument. . .and many others are available cheaply.

Expression in the music is provided by a double swell shutter in the top of the instrument.

This clean instrument is an excellent value for just: $1995.00. (Stock No. EIC–1831)



Views of the Solophone with the art glass front. Below are some of the many pipes.



The Solophone.

Solophone in Mahogany Case with Art Glass Front

This Pierre Eich Solophone dates from the 1930's. The case is of red mahogany with predominately angular lines. The center front panel is richly ornamented with a pane composed of over 100 pieces of art glass and mirrored sections, two elongated side mirrors above pairs of double lamps, two lower mirror/art glass combination panels and, as a finishing touch, two roll case doors of green opalescent art glass with an overlay of black Chinese-motif scrollwork.

The interior of the Solophone is literally *crammed* with rank upon rank of pipes giving the musical tones of violin, viola, violoncello, clarinet and saxophone (the latter two voices are via a rank of reed pipes). The violin ranks are in triplicate and are particularly elaborate.

The ranks of pipes are controlled by special perforations in the roll, making elaborate combinations or special solo effects possible.

The Solophone will need a nearly complete, if not total, restoration of the pneumatic parts in order to play with the expression, nuances and subtleties of which this beautifully crafted instrument is capable. The pipes, wood parts. casework, etc. are all in excellent order and will require a minimum of attention. The interior metal tubing will not have to be replaced.

With the instrument are two dozen rolls of varied character, most of which have several tunes per roll or else which have long-playing selections. Extra rolls are available from us for low cost.

$2750.00. (Stock No. EIC-1923)

Let Me Help You With Rebuilding!

I have personally rebuilt or supervised the rebuilding of many automatic instruments of all makes and am at your service to answer any questions you may have. If you are considering the purchase of an unrestored instrument from us and would like me to give you a listing of supplies needed, where to get them, etc. just let me know.

Rebuilding an instrument is a lot of fun. Nothing quite equals the thrill of having one of these old-time music makers come to life again after many years of silence!

I am here to help you. Just write or telephone me.

---Terry Hathaway



Style J Coinola (Victor label) Nickelodeon – Incomplete

Coinola Style J nickelodeon piano – manufactured in Chicago, Illinois by the Operators Piano Co. and sold under the *Victor Coin* trademark.

The case of this instrument is well preserved as is the piano action, art glass and many other components. We have located an original "A" roll frame and tracker bar assembly of the type that came with it – and will include it with the instrument.

A number of the internal parts are missing – including the pump, pneumatic stack and pneumatic control blocks. If you have a quantity of home player piano parts you could easily rebuild this instrument and make it acceptable for commercial use. The bottom board, a simple rectangle of wood, is gone also.

The instrument presents an attractive appearance and is, in our opinion, very cheap at less than $300.00.

Just $295.00. (Stock No. VIC–2032)

The Operators Piano Company produced most of its products under its own house trademarks: Coinola and Reproduco. However, the firm evidently engaged in a large amount of contract manufacturing for others and produced certain instruments for Welte (the "Multitone" pianos and orchestrions), Lyon & Healy (the "Empress" coin piano line), Victor and a few more.

The firm also produced Capitol and Columbia brand nickelodeon rolls and several different brands of 88-note home player piano rolls – including Supertone rolls for Sears, Roebuck & Co.

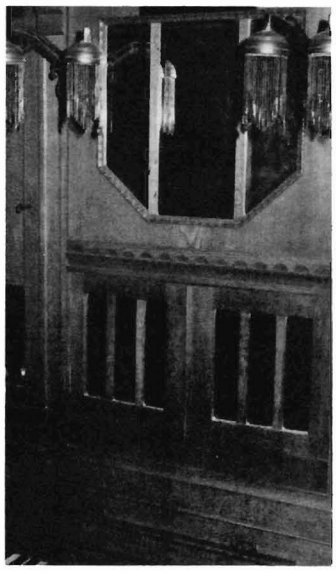
Losche Orchestrion

We have several of these in stock. The description which follows is a general one – and the illustrations are of a particularly choice example.

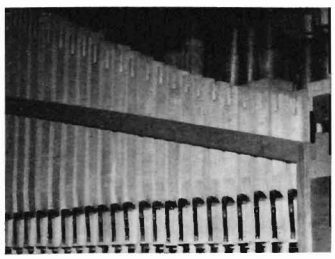
The Losche orchestrion measures 7'4" high basically or 8' high with the removable top gallery in place. It is 5'3" wide and 2'11" deep. The instrumentation of the orchestrion consists of a piano, mandolin and several ranks of pipes giving the effects of violin, violoncello, flute and clarinet.

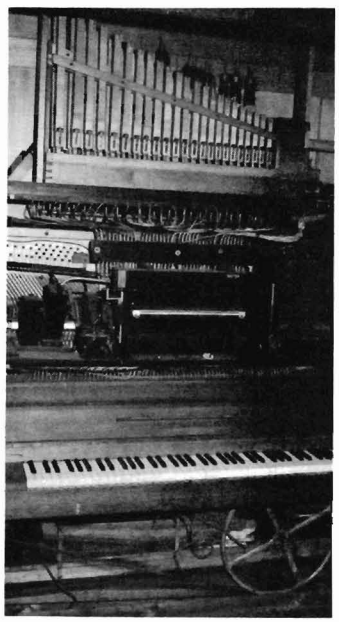
The case is of light golden oak and is very beautiful. The front is ornamented by lamps and beveled mirror panels. The instrument uses a Losche orchestrion roll, a supply of which comes with it.

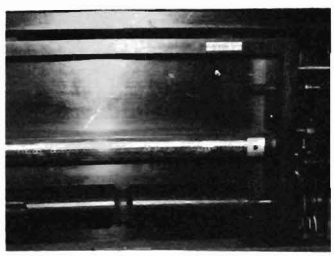




The beautiful Losche orchestrion.







It you would like pricing information and photos of specific pieces available, just request "Losche information." Specific details will be sent without obligation. The prices are, in our opinion, inexpensive. However, space does not permit detailed descriptions of each one we have.

Write soon before our small group is depleted!

Automatic Musical Co. (Link) Nickelodeon Piano

This attractive nickelodeon piano is from the 1905-1915 era. It has a beautiful quarter-sawed oak case with a large beveled clear glass panel on the front. The roll is housed in a special compartment located under the right side of the keyboard. The roll box easily slides in and out to permit loading of the rolls. A similar instrument (but with rectangular windows) is described on page 162 of *A Guidebook of Automatic Musical Instruments.*

Right: The early Automatic Musical Co. (pre Link) piano.

Below: Views of the keyboard and the pump mechanism.







This nickelodeon piano was manufactured by the Automatic Musical Co. of Binghamton, N. Y. – a firm which later became the Link Piano Co.

The instrument uses the regular 12" wide Link RX roll, one roll (containing 15 tunes) of which goes with it. Additional rolls encompassing a wide range of popular melodies are available from Mr. Ed Freyer of Box 373, Flemington, N.J.

This instrument will need complete restoration including new ivory keytops, new cloth and leather parts, etc. When finished it will be an excellent instrument from the nostalgic ragtime era!

This is one of a very few American nickelodeon pianos originally made with a clear glass front. As such, it would be a good item for a commercial location or museum as the public can easily see the inner works "in action."

Just $795.00. (Stock No. AUT-1814)

Large Cabinet-Style Link/Marcola Nickelodeon

This nickelodeon is one of the most interesting we have offered in these catalogues.

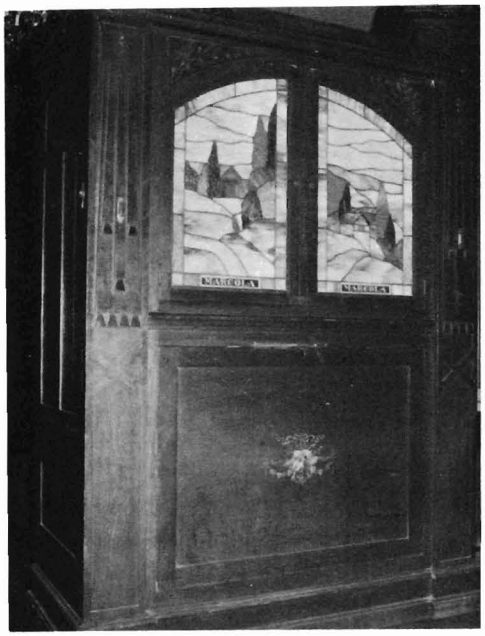
As you will note by reading further, the exact history of this instrument can only be surmised.

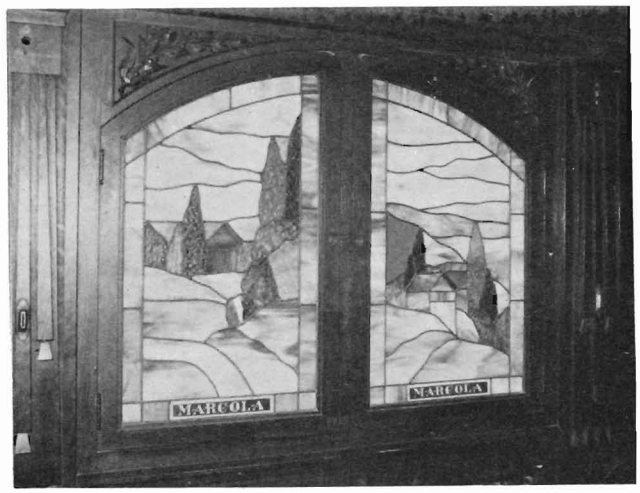
The nickelodeon is in a large ornate cabinet – about the size of a Coinola SO. The measurements are 6'10" high, 5'2" wide and 2'9" deep. The front is ornamented with two large art glass panels and ornate scrollwork. Affixed to the front are two hanging art glass lamps (not shown in our pictures; one needs repair – and both will be shipped separately).

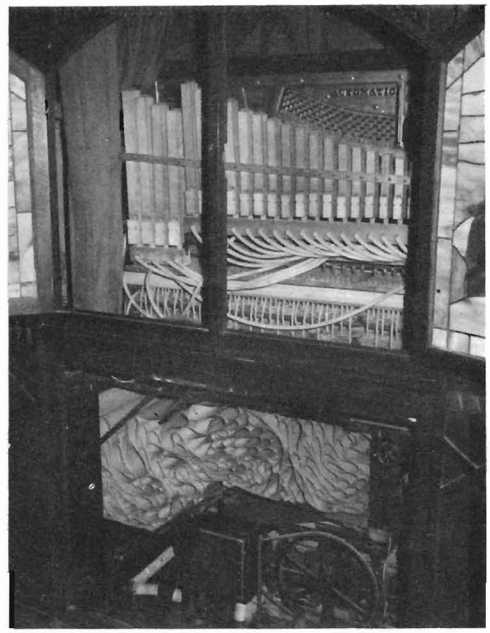
The instrumentation consists of a piano with expression controls, a mandolin attachment and a rank of flute pipes. The machine was made by the Automatic Orchestra Co. of

Detroit, Michigan. The insides are that of a large Link cabinet style piano with mandolin and flutes. The entire Link chassis was purchased by the Automatic Orchestra Co. and inserted in the larger "Marcola" case.

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

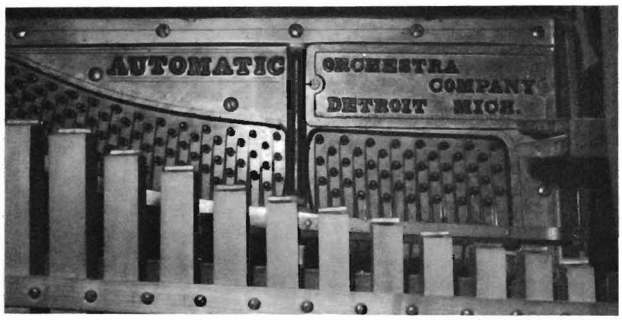






The Marcola cabinet nickelodeon is one of the largest and most impressive-appearing American instruments ever made. It has an interesting story to go with it – and we only know part of it!

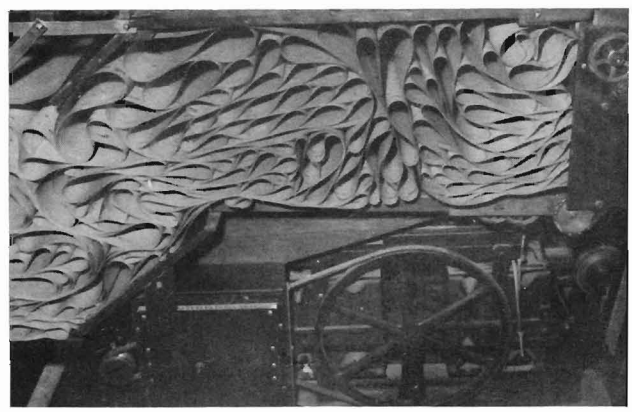
The instrument is really a Link nickelodeon and, as expected, it uses the Link endless rolls.





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





When we first obtained this interesting instrument we sent photos of it to Harvey Roehl of the Vestal Press. Harvey discussed the instrument with Ed Link, who lives nearby, and then wrote us:

He (Mr. Link) says that he has a vague recollection of the Marcola instruments. They probably were built about the time his father took over the Automatic Musical Co. business from the Harris brothers. There was a route operator in the Detroit area whose name he believes was Marquette (uncertain of the spelling), and this chap operated so many instruments that he got the idea of putting them out under his own name. Evident-

ly he purchased some Link instruments and encased them to suit his own purposes.

Ed Link said that the fellow had several hundred instruments in all. He also had a recollection that the same man owned and operated a place which allegedly had the "longest bar in the world." Perhaps this minor piece of evidence would help to track down his name...

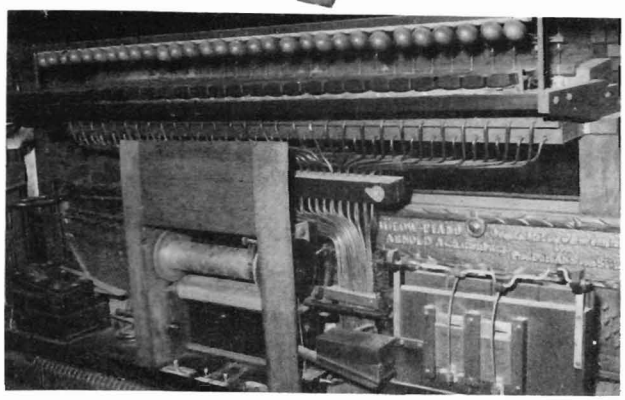
The piano uses the regular Link RX roll, three of which will be furnished with it. Extra recuts of these 15-tune rolls may be obtained from Mr. Edward Freyer of Box 373, Flemington, N.J.

The instrument is in choice unrestored condition. It will need rebuilding of the pneumatic portion and refinishing of the case. Some small repairs are needed to the art glass. In person the tall art-glass-fronted cabinet is beautiful and impressive. When rebuilt this nickelodeon will be popular with all who hear it as it will play fine music. It will be an attraction for advanced collectors who visit you as it is, to our knowledge, a real one-of-a-kind item. By the way, it has *four* separate coin slots – so you won't have to look to fine where to drop a nickel!

Price and color photos on request. Also, we would like to hear from anyone with more information on Marcola/Link instruments. Any comments received will be noted in a future issue of our catalogue.

(Stock No. LIN–2343)





Inside and outside views of the lovely Pianella nickelodeon with mandolin and xylophone. The instrument is beautifully built throughout – and will be a real pleasure to restore.





Above: The ornate carved front panel;w/roll case door closed. Below: Illustrating the ease of removing the tracker bar for cleaning – a feature also of Wurlitzer PianOrchestras.

Philipps Pianella Nickelodeon Piano w/Xylophone

This beautiful keyboard piano was made circa 1920 by J.D. Philipps & Sohne of Frankfurt, Germany – the same firm that manufactured the larger Wurlitzer orchestrions (the Mandolin and Concert PianOrchestras and the Paganini). In fact, the present instrument uses the same roll and has the same scale as the Wurlitzer Mandolin PianOrchestra.

This instrument is in a beautiful "art" case with carved panels on the front, spiral legs and a carved top crest. The case is of attractive light golden oak and is in beautiful condition –any refinishing would be strictly optional, it would not be necessary.

Measurements are: 6'4" high, 5'5" wide and 2'7" deep. Instrumentation consists of a fine Bulow piano (mfg. by Arnold, a subsidiary of Philipps), a mandolin attachment and an excellent large-scale 30-note xylophone which is mounted horizontally at the top of the case and which is visible through a beveled glass panel as it plays.

The mandolin and xylophone are automatically operated by perforations in the roll. In addition they can be turned on or off via controls in the roll case. A finely built wind motor permits minute adjustments in the tempo.

The nickelodeon is beautifully built -- and has such features as junction blocks which may be unscrewed in a matter of seconds – thus permitting parts of the instrument to be removed easily for servicing, elaborate expression controls and other "unnecessary" things which might not be absolutely essential as far as playing the music note-for-note goes, but which combine to make this a Rolls-Royce of a piano to work on!

With the instrument are a half dozen multi-tune popular rolls. Additional rolls are available from us.

A choice unrestored instrument -- and one which we highly recommend.

$1995.00. (Stock No. PHI–1632)

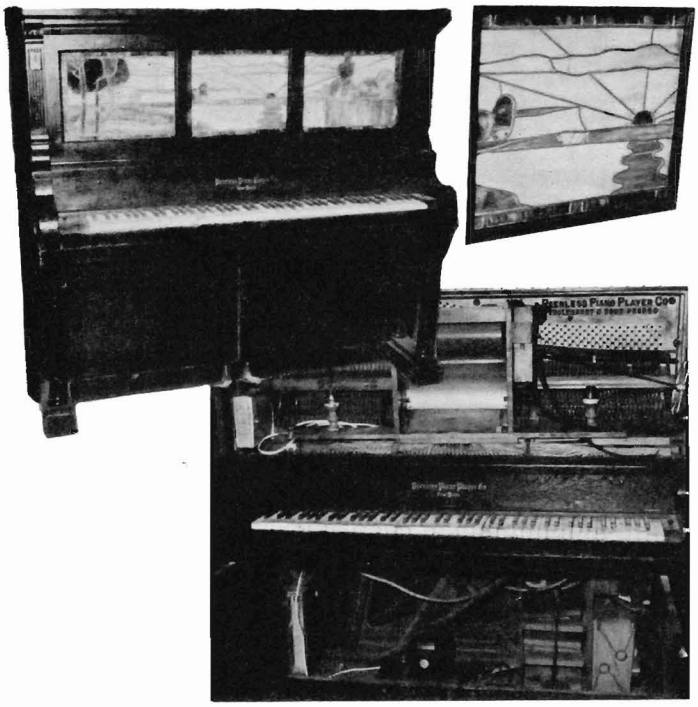
J.D. Philipps & Sohne of Frankfurt-am-Main was founded in 1877 and continued in business making automatic instruments until the late 1920's or possibly the early 1930's.

As we related in "Put Another Nickel In" the Rudolph Wurlitzer Co. sought in 1902 to establish a connection with one of the large German builders of orchestrions – so that orchestrions and related instruments could be imported to the U.S. and sold under the "Wurlitzer" name. A tentative arrangement with Ludwig Hupfeld, A.G. was stalemated by Hupfeld's onerous credit requirements (it wouldn't give any), so Wurlitzer established a relationship with Philipps.

Beginning in 1903 Wurlitzer imported Philipps instruments and sold them as Mandolin PianOrchestras and Concert PianOrchestras – the largest automatic instruments in the Wurlitzer line. When Philipps introduced the Paganini orchestrions c.1911–1912 Wurlitzer sold these also. The finely built Philipps instruments found a ready market in America, and somewhat over 1,000 were sold in the 1903–1914 period.

Equally important, Wurlitzer licensed or otherwise adopted many of the Philipps mechanisms for use in various North Tonawanda –built instruments. The most famous of these adopted mechanisms was the Wurlitzer Automatic Roll Changer. Other Philipps-inspired items included the rotating "wonder lights," and many of the drum and trap actions, expression controls, etc.

The J.D. Philipps factory still stands in Bockenheim, a suburb of Frankfurt. Your editor visited it in 1966 while doing research for "A Guidebook of Automatic Musical Instruments." It presently is occupied by other tenants – and no visible vestige of its former glory (in the minds of nickelodeon collectors! – and also others; President Taft once visited there to inspect various Philipps orchestrions) remains.



Peerless Nickelodeon Piano

This colorful Peerless keyboard piano was manufactured by the Peerless Piano Player Co. of St. Johnsville, N.Y. It dates from the 1910 era.

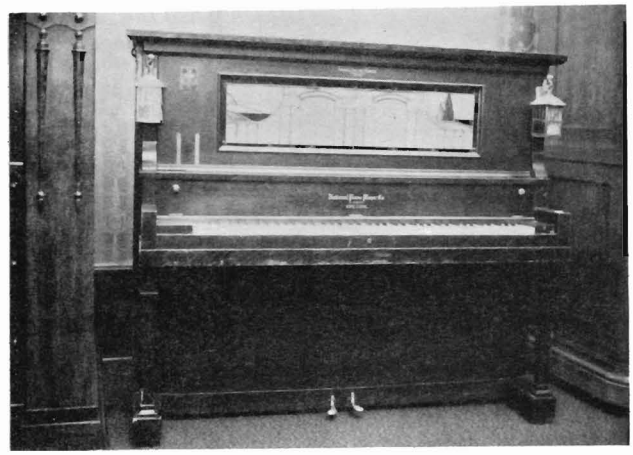
This nickelodeon piano is the size of a regular upright keyboard instrument. The front is ornamented by three large scenic art glass panels which are lighted from behind.

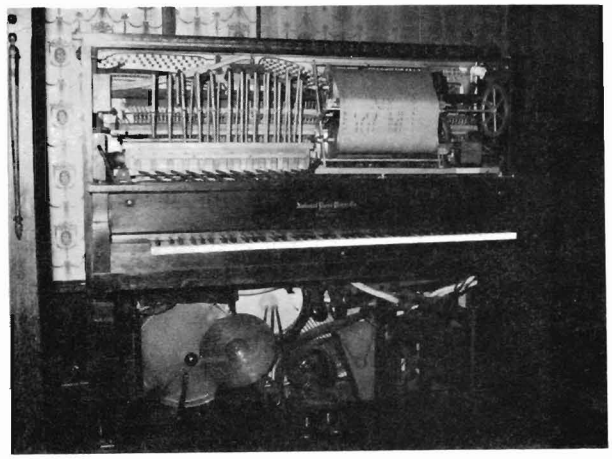
The instrument uses an 11¾" wide Peerless roll. We have no rolls for it. It would be a simple matter to convert the existing mechanism to A rolls as the scaling is similar.

The instrument is unrestored and is in need of a complete rebuilding, including all pneumatic parts, casework refinishing, etc.

However, the instrument, when rebuilt, will be an excellent example of a honky-tonk nickelodeon from the height of the ragtime era. We are offering this instrument for just $595.00 – which is about $200.00 under today's market. It would be a good buy for someone intending to rebuild it, convert it to "A" rolls and put it in a restaurant.

Priced low at just $595.00. (Stock No. PEE–1844)



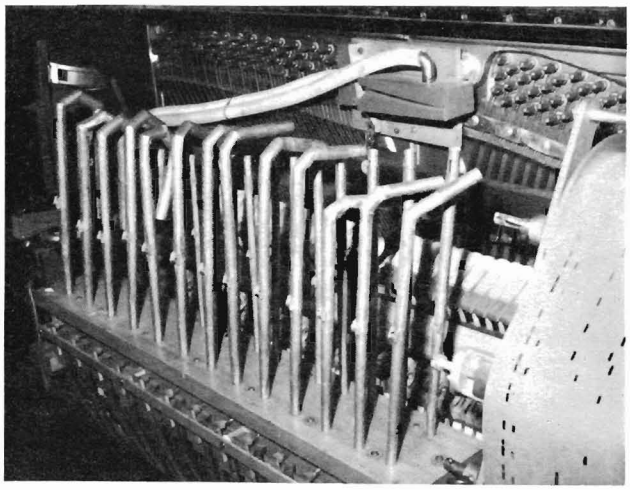


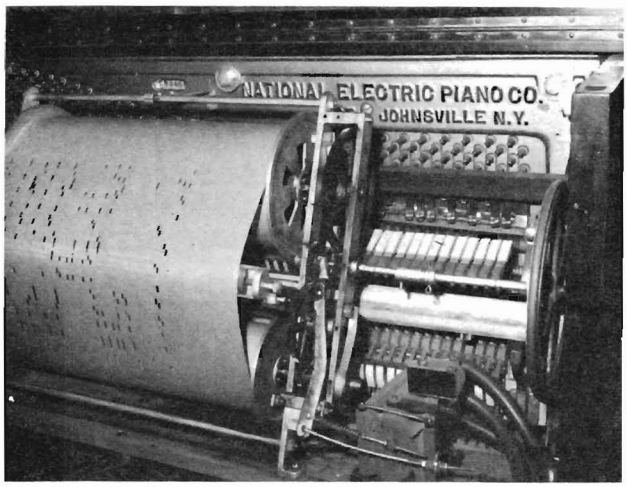


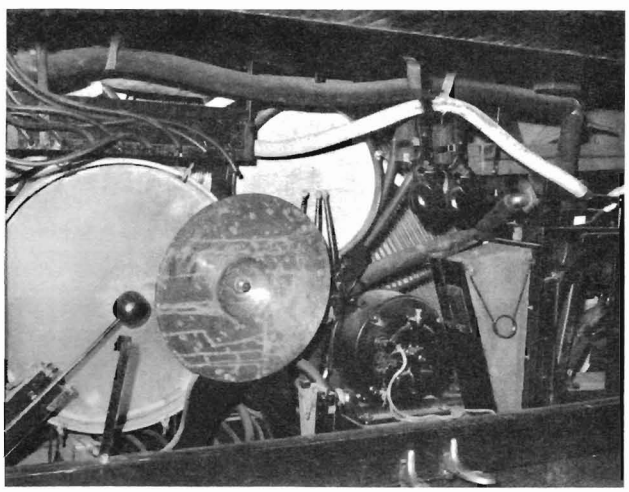
The compact Peerless orchestrion. If you want a full-fledged orchestrion but have only the room for an upright piano, consider this one!

With its art glass panel and hanging carriage lamps it is a beauty.









Some interior views of the Peerless. Above: the double row of metal violin pipes. Center: The wide and well-orchestrated Peerless "O" roll. Below: Some of the trapwork and rhythm effects.

Choice Peerless Keyboard Orchestrion

This is one of the most compact orchestrions we have ber handled. All in the space of an upright piano are the following instruments: piano, mandolin attachment, a rank of violin/viola pipes, a bass drum, a snare drum with three beaters, a cymbal and two pairs of castanets!

In addition to the above, of course, are the pump (for vacuum and for pressure to operate the rank of pipes), pneumatic stack and various control parts.

This is a picturesque orchestrion. The case is of quartered oak. A large panel of multicolored art glass, lighted from behind when the instrument is playing, decorates the upper portion of the instrument. Two finely crafted brass carriage lamps with art glass panels are hung on each side of the front -- from brass sconces in the shape of birds' heads.

The instrument has been partially restored, and is presently in playing condition – however we would recommend that the next owner completely rebuild it. (This, of course, is optional – but to our way of thinking, any large orchestrion should be rebuilt for it to perform to its utmost. . .although probably not one instrument in ten in a typical collection today has had this done to it.)

The instrument takes the large Peerless Style "O" orchestrion roll – the largest and most orchestrated Peerless roll type. With the instrument are three 10-tune rolls of old-time popular tunes.

This elaborate orchestrion can be yours for just:
$3495.00. (Stock No. PEE–2327)

Note: This instrument dates from the early 1920's. It has both the pre-1920 "Peerless" name on it and also (on the fallboard and piano plate) the post-1920 designation: The National Electric Piano Co. and The National Piano Player Co. (they could never quite make up their mind as to the exact name of the National Co.!).

The Peerless Piano Player Co. was the first firm to introduce a coin-operated pneumatic piano to the American public. Its first entry, a 44-note model, was introduced in 1898. In the ensuing years Peerless became famous – and actually dominated the market for the first few years of the 20th century. A wide variety of automatic instruments left the Peerless factories in St. Johnsville, N.Y. – a line ranging from home players and push-ups to elaborate orchestrions and photoplayers.

Around 1920 hard times fell on the piano industry, and on Peerless in particular. In his new booklet, "Keys to a Musical Past," Harvey Roehl notes on page 30: (about Peerless) "As is wont to happen, the firm producing Peerless pianos passed to heirs who were less interested in keeping the business together than they were in other things, and it is said that the entire enterprise was lost in a gambling party!"

The firm was reorganized and emerged as National (no kin to the similarly named Grand Rapids, Mich. firm which produced National keyboard pianos with ferris-wheel changers). The National firm continued to produce Peerless instruments during the 1920's – and struck up a relationship with the Operators Piano Co. (Coinola products) whereby National sold the Operators-produced Capitol coin piano rolls.

A few years ago your editor, during the course of gathering information for the book "Put Another Nickel In." visited the quiet upstate New York town of St. Johnsville on an auto ride with Larry Givens. Both the old Peerless factory and the nearby (in Dolgeville) Alfred Dolge factory still survive the former is now the home of the Little Falls Felt Shoe Co. and the latter is now the factory in which the nationally distributed "Daniel Green" brand slippers are made.

An Outstanding Value for Your Money!

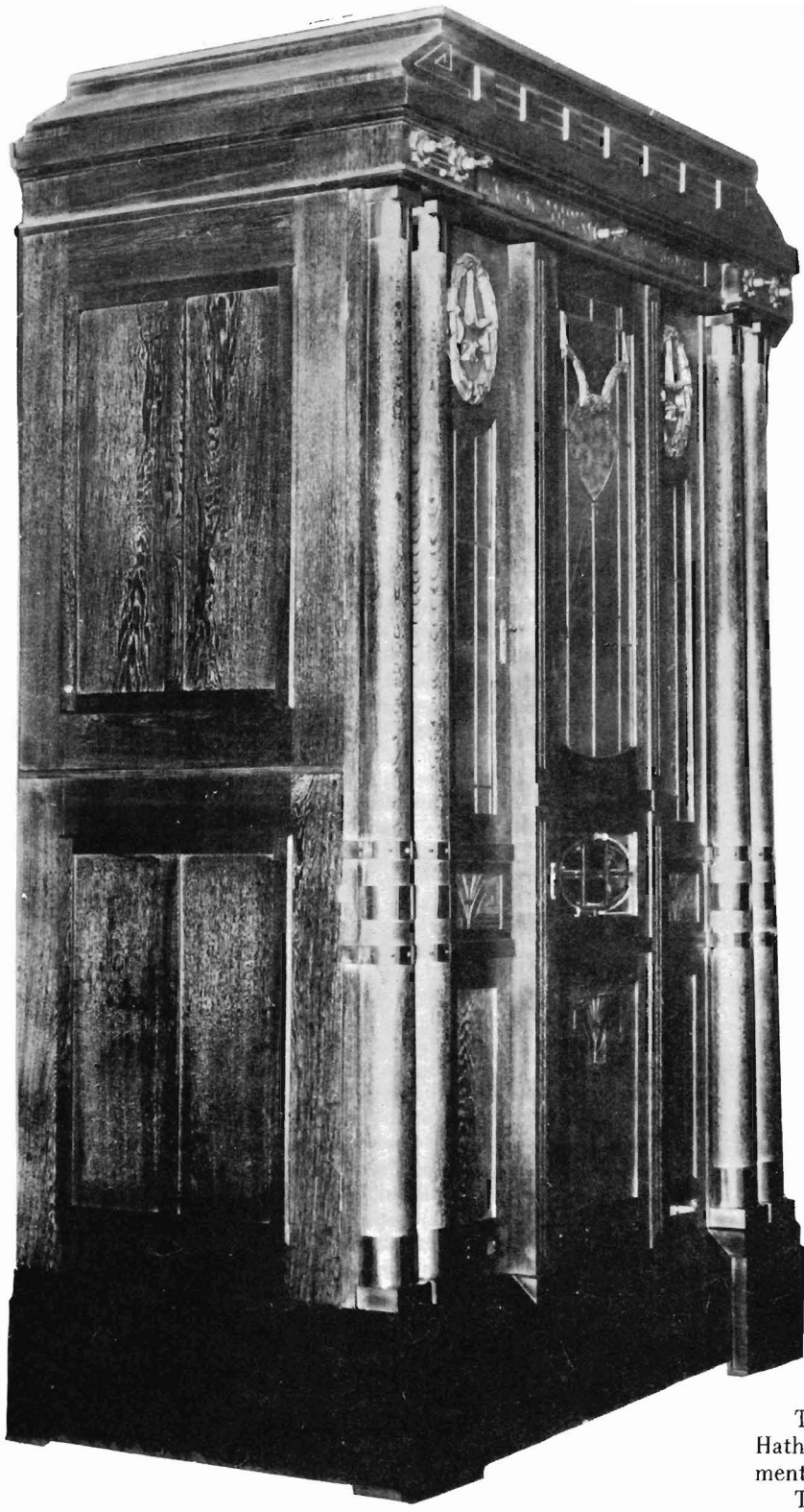
Everyone wants his money's worth. At Hathaway & Bowers, Inc. we not only endeavor to give you a full measure of value for the price paid -- we try to give you *more than your money's worth.*

A comment received from one of our customers (the owner of a well-known eastern collection) recently points this out:

When I paid you $4,000.00 for the orchestrion a half year ago I was very pleased to get it. I had been seeking one of this type for several years. You can imagine my pleasure when I learned last week that a similar piece sold for $7,000.00. I thought you might like to know about it.

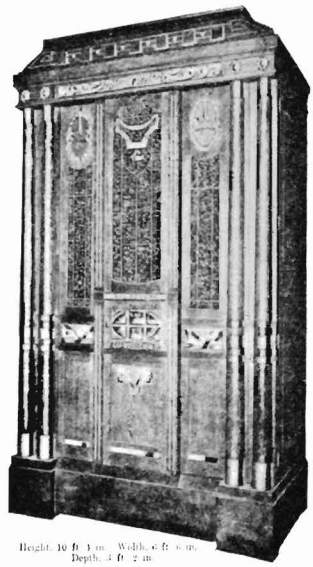
Our business is based upon repeat customers – clients who order from us, like the quality received, and order again. We proudly number among our customers virtually every leading private and public collection in America and Europe.

We'll do our best to provide you with the best values you've ever known.



WURLITZER PianOrchestra

Mandolin PianOrchestra - Style 30 A



Height, 10 ft. 3 in. Width, 6 ft. 6 in.
Depth, 4 ft. 2 in.

One of the finest types of the new MANDOLIN-PIANORCHESTRA. The artistic design of the case and splendid musical qualities harmonize perfectly and make it a high-class attraction for the very best class of public resorts.

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

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

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

Style 30 A contains 146 music pipes, representing as many instruments. These play in solo and accompaniment with the Xylophone, Chimes, Mandolin, Piano, Triangle, Castanets, Cymbals, Drums, etc. Some conception of the beautiful musical effects may be derived from the great number of pipes and variety of instruments it reproduces.

INSTRUMENTATION:

A High Grade Piano, with Mandolin Attachment

30 Piccolos.
30 Violas.
10 Violoncellos.
Bass and Snare Drums.
Chimes, 13 Bars.
30 Violins.
37 Flutes.
Xylophone, 30 Bars.
Kettle Drum and Cymbals.
Triangle, Castanets and Tambourine.

This splendid instrument can be operated by nickel-in-the-slot boxes, the same as other styles of the PianOrchestra; but is especially adapted to the better-class places, that employ orchestras, and prefer to give their patrons first-class musical entertainment free. Proprietors find that with this Automatic Orchestra, their patronage increases rapidly, while their expense for music is practically nothing, although they can have it when they want it and as long as they want it.

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

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

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

Superb Wurlitzer Style 30-A Mandolin PianOrchestra

The Style 30-A Mandolin PianOrchestra was one of the most popular if not THE most popular of the Philipps instruments sold by Wurlitzer. The handsome Egyptian-style case is fronted with translucent glass which is illuminated from within as the instrument plays.

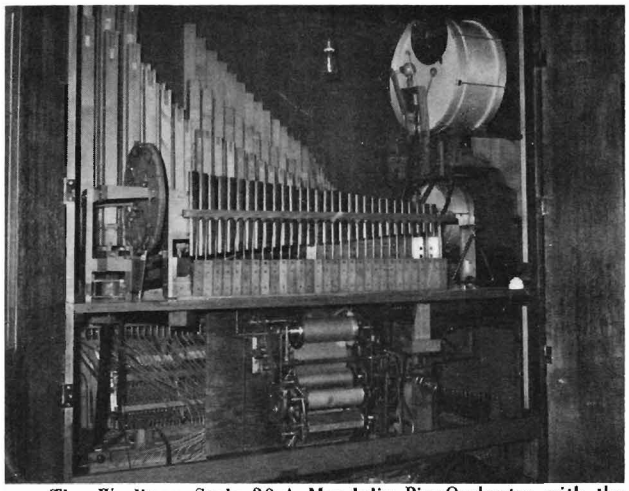
This instrument has been restored to absolute "mint" condition throughout. Every piece of cloth, leather, etc. has been replaced. The case has been refinished both inside and out. The instrument looks and performs as nice as it did when it was first sold by Wurlitzer about 60 years ago.

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

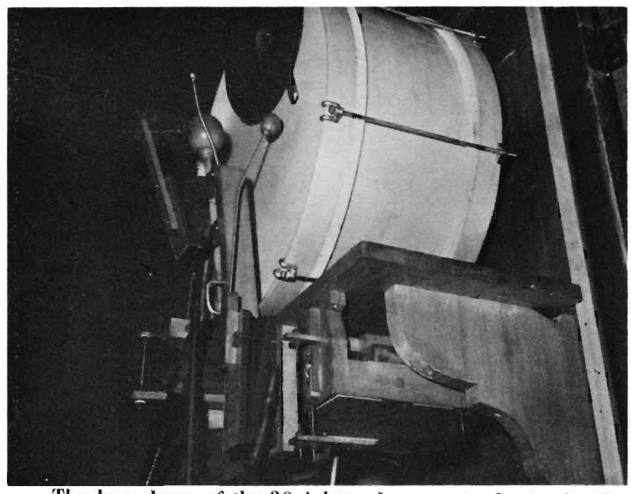
This magnificent showpiece is one of the finest orchestrions and one of the most spectacular in existence anywhere today. Price on request.

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

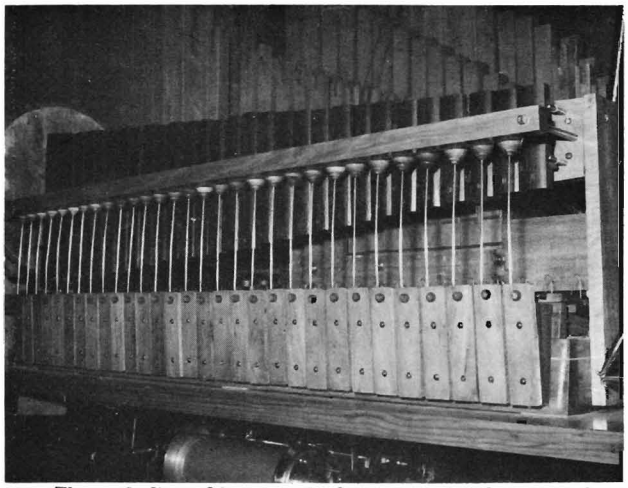
On the following three pages we illustrate details of the 30-A Mandolin PianOrchestra – in order to give our readers a glimpse of the interesting innards of this instrument. We also show an original Wurlitzer catalogue description.



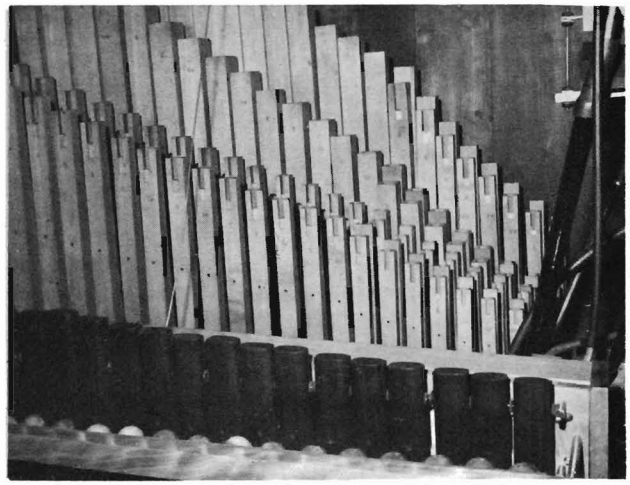
The Wurlitzer Style 30-A Mandolin PianOrchestra with the front removed. This particular instrument has an interesting history. It was originally installed circa 1910 in the Curtin Hotel in Auburn, New York. Later it was removed to the Volkman Hotel in Skaneateles Junction,N.Y.where it remained 'til the late 1950's.



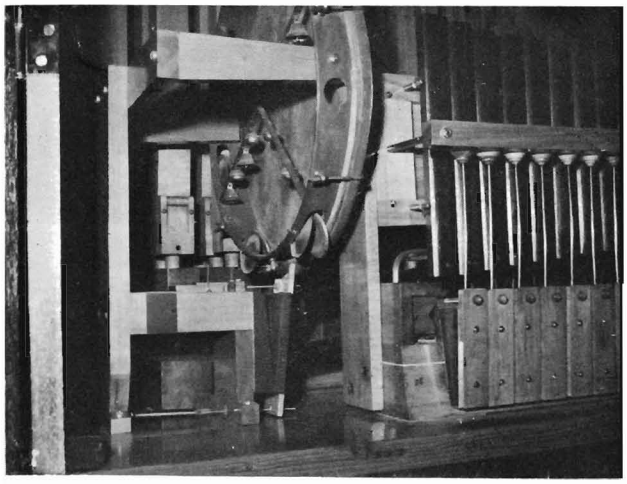
The bass drum of the 30-A has a large center beater for the bass drum sound and two smaller beaters for the tympani or kettle drum effect. The drums may be played either loudly or softly as called for by the musical arrangement on the roll.



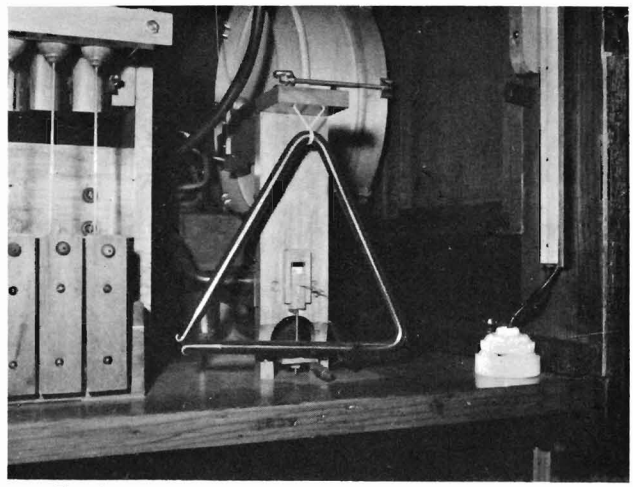
The melodious 30-note xylophone occupies the center front position in the 30-A. The xylophone is of the repeating or reiterating type. A close copy of the Philipps (makers of the 30-A) xylophone appeared in certain of the larger Wurlitzer photoplayers. These photoplayers used the Concert PianOrchestra roll.



Behind the xylophone bars are cascading ranks of piccolo, flute and violin pipes. As was the case with their American counterparts the German orchestrion makers used common sources of supply for accessories. Thus certain Hupfeld, Philipps, etc. instruments are sometimes seen with identical pipes or trapwork.



To the left of the xylophone is a large tambourine with many bells and jingles on it. When called for by a special perforation in the roll the tambourine is shaken vigorously by the repeating pneumatic action below it.



To the right of the xylophone are the snare drum and triangle. Each is of the repeating type.

The PianOrchestra

THE GREATEST MUSICAL WONDER OF THE AGE



The PianOrchestra



"King of Automatic Musical Instruments."

THE PIANORCHESTRA is, without question, the most wonderful self-playing musical instrument ever built. It is a combination of all the different instruments used in a full symphony orchestra, assembled in a single magnificent case, and arranged to play in solo and concert work, exactly the same as a human orchestra.



It is next to impossible to convey an idea of the PianOrchestra's magnificence with printer's ink. The many handsome styles must be seen and heard to obtain a fair conception of their appearance and musical possibilities. However, a faint idea of their musical possibilities may be had from the following list of instruments they contain: Piano; Bass, Tenor and Kettle Drums; Triangle, Cymbals, Xylophones, Chimes, Castanets, Tambourine, First and Second Violin Pipes, Viola and 'Cello Pipes, Double Bass Pipes, Flutes and Clarionets, Mandolins, Saxophones, Trombones, Flageolets, French Horns, Oboes, Piccolos and Bassoons.





Some styles have a mandolin attachment, with the piano, using the flute as a solo accompaniment. These are called Mandolin PianOrchestras, and use the same music rolls. The Concert PianOrchestra is a different type, and is played by a different music roll.



All these different instruments are perfectly regulated and brought into play by automatic stops which control their playing in the same manner in which an orchestra leader controls his players by the wave of his baton.



For Hotels, the Larger Cafes, Beer Gardens, Dancing Pavilions, Ice Cream Parlors, Penny Arcades, Five-Cent Theaters and similar Amusement Resorts, there is nothing to equal the PianOrchestra as an attraction and money-maker. In large public resorts, where a number of slot boxes can be distributed about the place, connecting with the instrument, so that it may be played from any part of the house by dropping a 5-cent piece, the PianOrchestra will take in its cost in nickels within a year or so, besides doubling the volume of business.



CONSTRUCTION OF THE PIANORCHESTRA



The PianOrchestra is operated by electricity, a small electric motor being placed inside the case, and plays from perforated paper music rolls. The music rolls contain from one to six selections each, and are operated by our Automatic Music Roll Rewinding Device. The rolls can be changed in a few seconds.



All the parts of the mechanism are made of the very best materials that money can buy, and are so accurately adjusted that the PianOrchestra gives no trouble whatever. In fact, they are built throughout to stand hard wear and tear, and to last a lifetime.



The cases are of the most elaborate designs, in handsomely carved, carefully chosen woods, with rich decorations of gold-leaf and solid brass, and art glass fronts. They are indeed magnificent specimens of the cabinet-maker's art, and will greatly enhance the appearance of any place they occupy. Special cases are made to order at short notice.

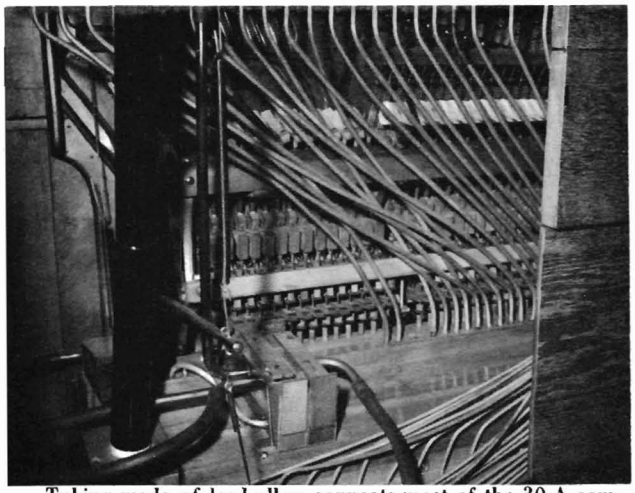


WURLITZER PianOrchestra

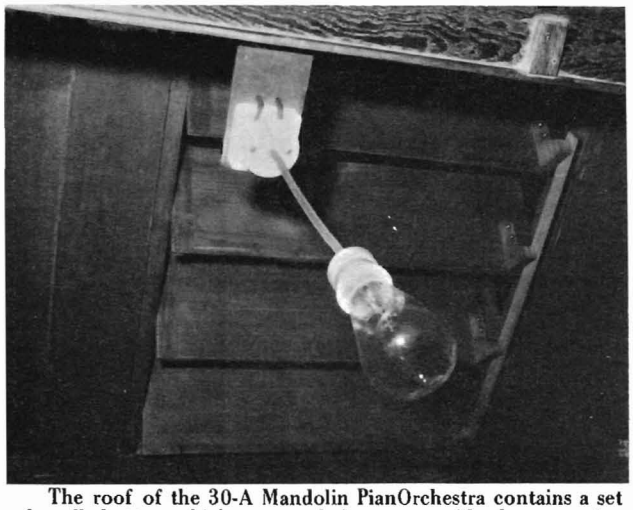




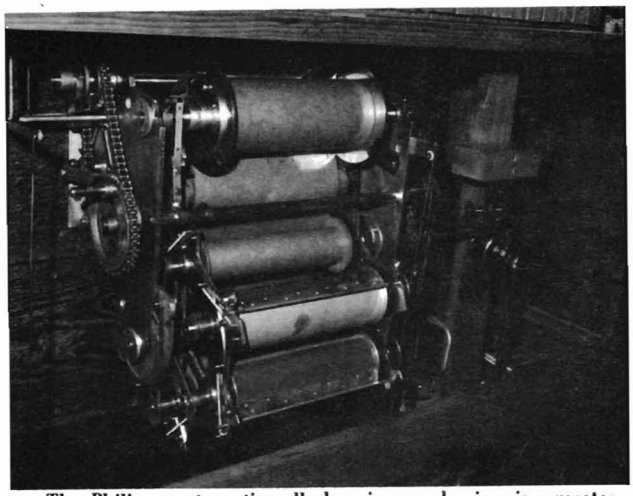
A description of PianOrchestras in general — from a Wurlitzer catalogue.



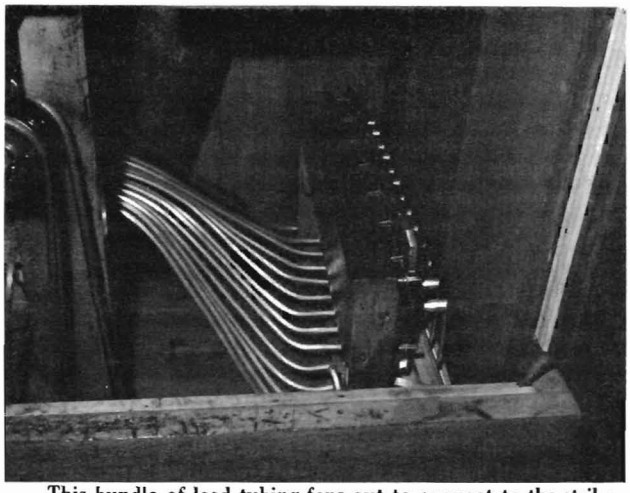
Tubing made of lead alloy connects most of the 30-A components. Most European orchestrions have the smaller connections made with lead tubing and the larger connections (such as the wind trunks and major vacuum supply lines) made of cardboard heavily coated with paint or shellac.



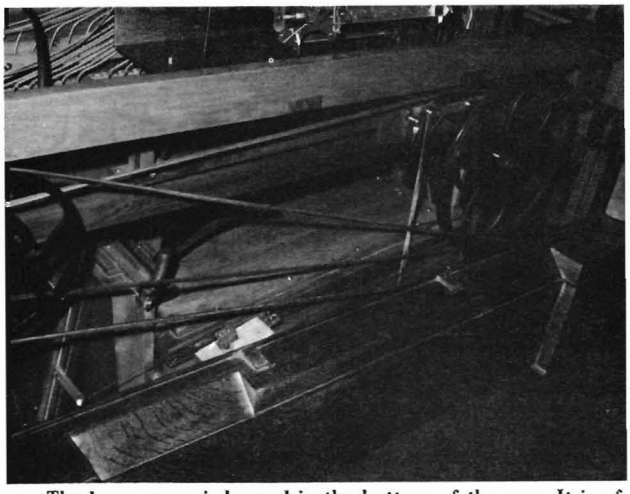
The roof of the 30-A Mandolin PianOrchestra contains a set of swell shutters which open and close to provide the expression effects of loudness and softness. In front of the shutters is the original lighting fixture with an old carbon filament bulb.



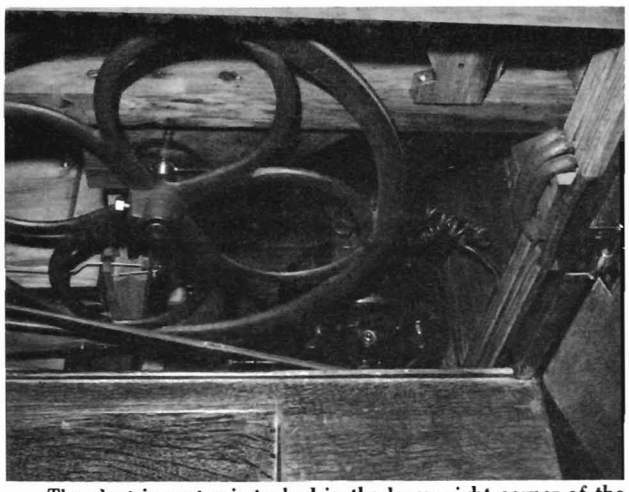
The Philipps automatic roll changing mechanism is a masterpiece of simplicity and efficiency. With fewer parts than the later Wurlitzer-made changers the Philipps device does a superb job. We have had them play hundreds if not thousands of tunes without needing the slightest adjustment or attention.



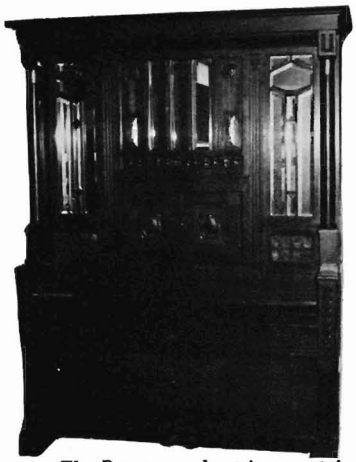
This bundle of lead tubing fans out to connect to the striker actions of the thirteen orchestra bells. The bells produce crystal-clear tones. The bell action is of the single stroke type.

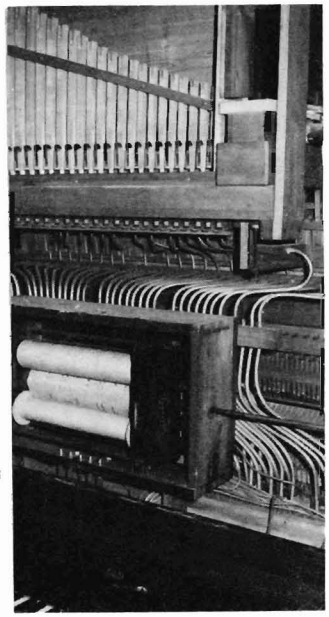


The large pump is housed in the bottom of the case. It is of the double acting type and produces both vacuum and pressure. The vacuum reservoir is to the left of the pump (and is seen in the open position); the pressure reservoir is on top of the pump and is closed in this photo.



The electric motor is tucked in the lower right corner of the case. By means of belts and pulleys it provides the motive power to drive the pumps and the roll mechanism.





The Popper orchestrion contains pipes and a xylophone – housed in the upper case. The extreme right side of the xylophone may be seen behind and to the right of the pipe chamber.

Popper Keyboard Orchestrion in Elegant Case

This tall orchestrion has a stately elegance imparted by the vertical mirrored panels and the columns on the front. It is of a beautiful red mahogany finish which further accents its appearance.

The instrumentation of this fine orchestrion consists of a piano and a mandolin plus a large xylophone and a rank of violin pipes. The pipes are in their own special expression chamber – actually a case within a case – in the upper part of the instrument. The xylophone is well built and is capable of a good volume of pleasing music. It is housed behind the violin pipe chamber, so is not very visible in our photographs.

Expression is provided by a set of louvered swell shutters in the top of the case.

The instrument measures about 7½' high, 2'11" deep and 5'3" wide. It uses a standard 13¾" wide Popper orchestrion roll, a dozen of which are given with it. Others are available at low cost. Included in the rolls you will get are tunes of the past few decades.

The instrument will need rebuilding. As the orchestrion is in nice unrestored condition with the parts intact you'll have an enjoyable time with the work. Needed parts such as cloth, leather, etc. may be obtained from a piano supply house or from the Player Piano Co. of 620 E. Douglas St., Wichita, Kansas.

Inexpensively priced for such an impressively large and beautiful piece. Just $2495.00. (Stock No. POP-1633)

Weber Duo-Art 5'6" Reproducing Grand Piano

The Duo-Art, first marketed in 1913, was the giant Aeolian Company's entry into the reproducing piano field. For about a quarter century after 1913 the Duo-Art mechanisms were installed in a variety of upright and grand pianos – mainly in those of the Steinway, Steck, Stroud and Weber makes.

The instrument offered here is a Style FF Weber 5'6" grand with the Duo-Art reproducing mechanism. Overall measurements are 6' deep (from front to back), 4'8" wide and 6' high (with the lid open in its highest position). The Weber is

THE WORLD'S FOREMOST PIANISTS
Record Their Playing Exclusively For
THE DUO-ART
Reproducing Piano



"I CONGRATULATE you again on the production of the Duo-Art Piano. For acquiring a broad, musical education, it is undoubtedly the most perfect and really great medium. This instrument is, without question, greatly superior to any other of its kind, and I shall be glad indeed to have my playing reproduced with such fidelity."
I. J. Paderewski



"MY Duo-Art rolls correctly reproduce my phrasing, accent, pedaling, and are endowed with my personality. They are my actual interpretation with all that implies. One thing is certain; in the reproduction of my playing, the Duo-Art is so far superior to any other instrument of its kind there can be no real basis for comparison."
Josef Hofmann

ON these pages are pictured a few of the world's most famous pianists who record their playing exclusively for the Duo-Art. The significance of their choice does not require emphasis. The supremacy of the Duo-Art is world-wide.
THE AEOLIAN COMPANY

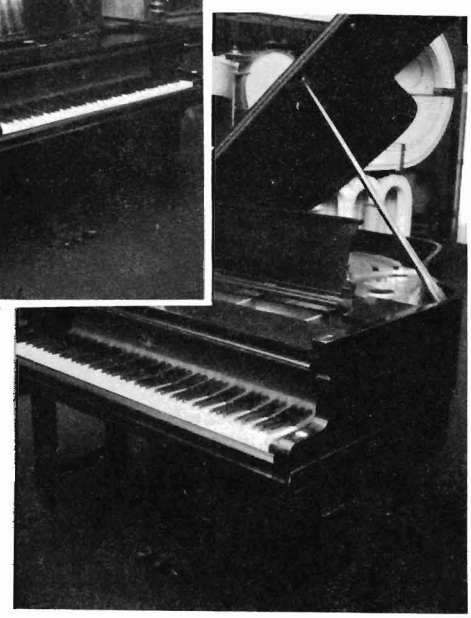


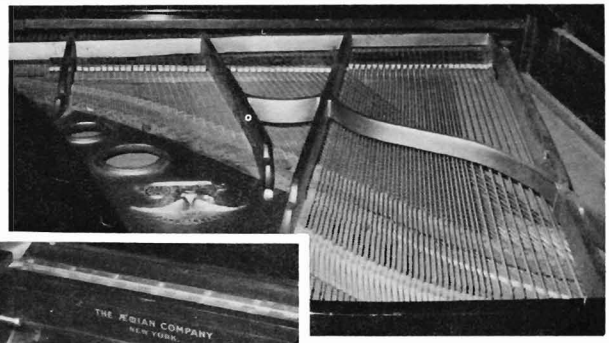
"IN fidelity of reproduction, in brilliancy, power, delicacy, quality and variety of tone the vast superiority of the Duo-Art over all similar instruments is now definitely established. I am most happy to avail myself of such a wonderful means of leaving to posterity a record, as nearly perfect as can be conceived, of my interpretative art."
Harold Bauer

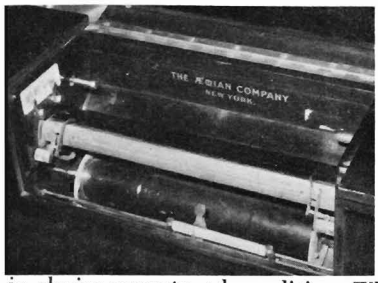


"I CONSIDER the Duo-Art Piano a most important and valuable means for musical development. The pianists' interpretations are works of creative art, as truly as are the writings of the composer. The Duo-Art Piano by bringing the fruits of the pianists' creative genius before countless people is destined to fill a high mission in the musical life of the future."
Ossip Gabrilowitsch









in choice unrestored condition. Whether or not the case should be refinished will be optional – the appearance is very attractive now, and is well preserved. The pneumatic apparatus will, of course, have to be rebuilt – as would be necessary with any reproducing piano of this era – although it could be made to play without a complete rebuilding, if desired.

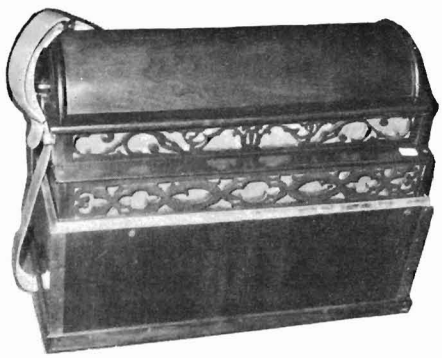
We offer the instrument two ways: Without rolls for $995.00 net – or with 80 mint condition original rolls (most of which have never been played) for $1250.00. The rolls are mostly of a popular nature.

Recut rolls are available from various sources, and the supply of original rolls is so great that the Duo-Art owner never has want for music.

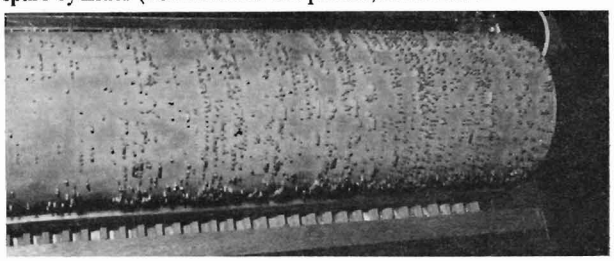
$995.00 or $1250.00. (Stock No. WEB–2301)

Note: The "Weber" of Duo-Art renown is not to be confused with the Gebr. Weber firm of Waldkirch, builders of orchestrions. In the U.S. "Weber" was one of several house brands manufactured by Aeolian.

The reader desiring more information on the history of the Duo-Art is urged to refer to pp.50 ff. of "Player Piano Treasury." Those desiring to rebuild the pneumatic mechanism of the Duo-Art will find the subject covered well in "Rebuilding the Player Piano" and various manuals offered by the Vestal Press. Should the purchaser not have these references, it would be our pleasure to supply them with the above piano at no additional charge.



The hurdy-gurdy hand-cranked organ. With the organ comes a spare cylinder (not shown in the photos). Attractive! Musical!



Attractive Hurdy–Gurdy Organ

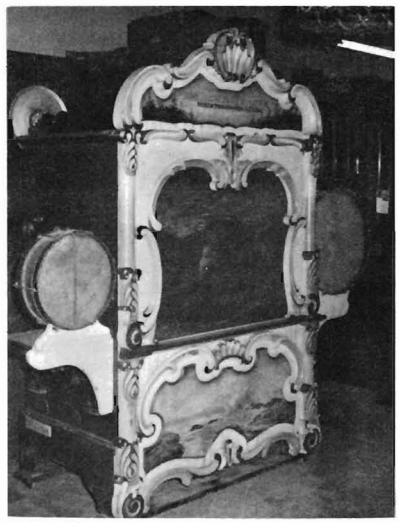
This attractive hurdy-gurdy or monkey-grinder's organ dates from the early 20th century. It has an unusually large musical scale of 30 keys.

The music is produced on a set of tuned loudly-voiced reeds which play as the cylinder is turned by a crank handle. There are two cylinders with the organ – the cylinder not in use at a particular time is stored in a separate carrying case.

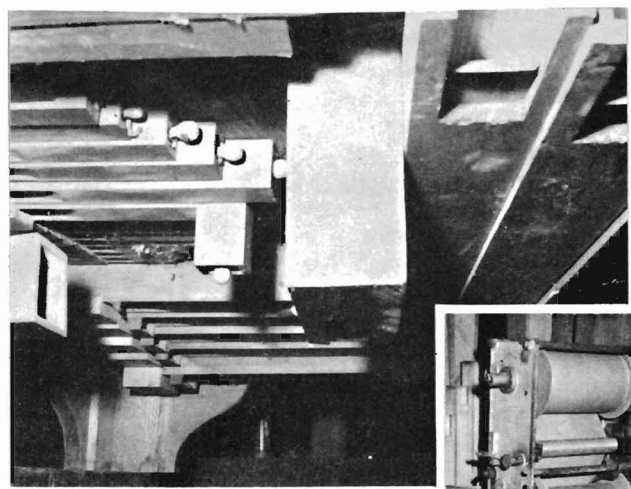
Dimensions of the hurdy-gurdy organ are 2' long, 1'6" high and 11" deep. The case is of attractive walnut with brass corners. The case has been beautifully refinished, the brass has been polished to a sparkling brilliance and new red silk cloth has been put in the front panels.

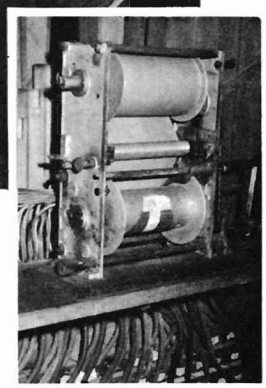
The instrument plays loudly and well – and is ready to go!

A good buy for just: $995.00. (ORG–1795)









The Artizan band organ is crammed with pipework. Directly above this caption is a view of the underside of the organ – showing some of the pipes under the chassis.

Artizan/Wurlitzer Band Organ

Built in North Tonawanda as an Artizan Style C–1 Military Band Organ this organ was converted, probably by Wurlitzer, to Wurlitzer Style 150 paper rolls.

It is an impressively large organ (for an organ of this type) and measures 7'6" high, 7'9" wide and 3' deep. The front of the instrument is heavily carved – and still has the original scenes depicting a castle overlooking a lake and, below, a seascape with surf breaking over a rocky coast. The top carved gallery is hinged and folds down to permit moving through shorter doorways. The drums are removable for moving.

Here are the original factory specifications: Instrumentation: Basses, open, octave and contra; wood trombones, wood trumpets, violin, open and stopped pipes in accompaniment and melody, 20" bass drum, 14" snare drum and cymbal. In all 136 sounding instruments.

In addition to the pipes in the main chassis, a large number of pipes are mounted under the chassis.

The instrument is clean throughout and was playing until recent years. It could be made to play with something less than a complete restoration.

With the many large pipes (note the tremendous size of the folded wooden trombones in our photos!) it should play wonderful music. With it is a library of Wurlitzer 150 rolls.

The instrument is clean, sound throughout and would be just the thing for a merry-go-round (its original intended use) or in a collection playing melodies from the "good old days."

An excellent value at $3495.00. (Stock No. ART–2688)





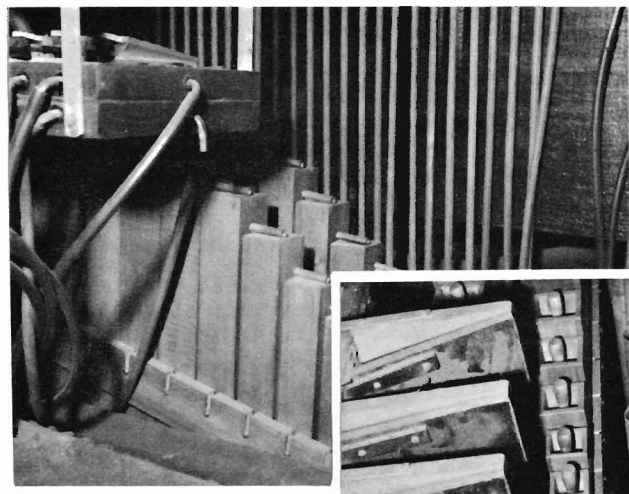


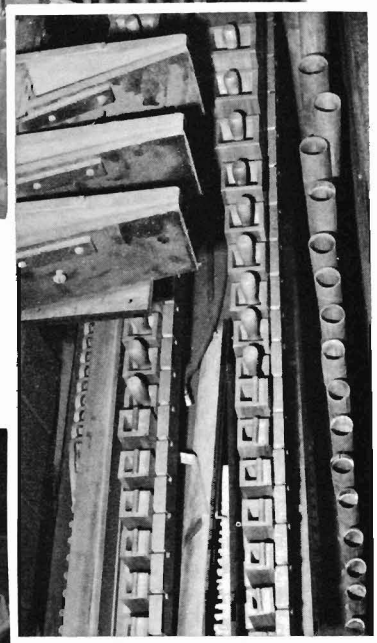
Reproduco Self-Contained Pipe Organ w/Horseshoe Console

Apart from minor variations, this Reproduco organ is similar to the one listed on page 39 of our Catalogue No. 8.

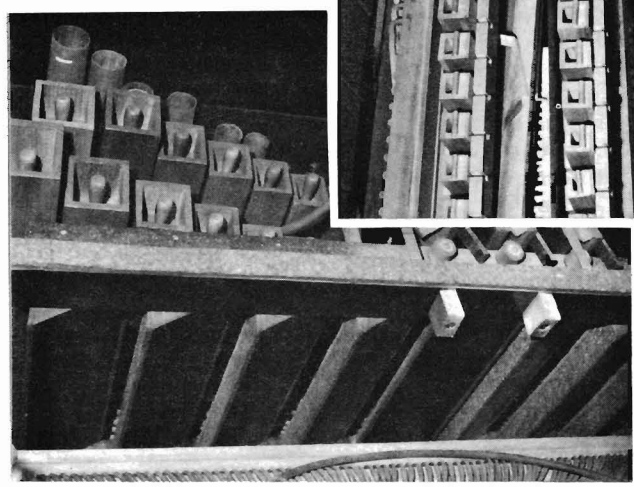
It was made in the 1920's by the Operators Piano Company of Chicago. The Reproduco was a versatile instrument and found many uses – ranging from providing background music to silent films to playing sacred music in a sanctuary.

Although we haven't heard this instrument we have heard similar ones – and can say that the music is really beautiful.





The Reproduco is beautifully made. The sound that these instruments produce has made them a favorite with collectors everywhere.



The Reproduco consists of the following parts:

(1) The main console unit. This contains the various ranks of pipes – the interior of the console is virtually crammed with various wood and metal pipes. The automatic roll player is built into the console just above the upper keyboard.

(2) A full pedalboard attaches to the front of the console. The organ bench fits over the pedalboard.

(3) Attached to the back of the console is a rank of tibia pipes on its own chest.

(4) Accessories with the instrument include a blower (which can be located on the other side of a wall, in the basement, etc. to provide silent operation, a supply of over two dozen Capitol rolls (mostly sacred tunes) and other parts.

The main console, in addition to containing the ranks of pipes, contains elaborate sets of well shutters for sophisticated expression and volume control. The organ is pneumatically *unified* which, in theatre organ language, means that certain stops may be drawn at different pitches on different keyboards – and that the playing of a given rank can be switched from one keyboard to another. As the stop list indicates, the flute (for instance) can be played at 2', 4', 8' or 16' pitches.

The console is accented by white, red and yellow stop tabs which fringe the manuals around the "horseshoe". In addition to the control stops for operating the roll player, unification system, etc. the specific pipe stops are: *Flute 16',*

Flute 8', Flute 4', Flute 2', Flute 16'/4', Flute 8'/2', Viola Diapason 2', Tibia Clausa 4' and Tibia Clausa 16'.

Dimensions of the console (excluding the removable pedalboard) are 58"high, 68½" wide and 44" deep.

The console has been painted white. It can either be left that way or stripped down and refinished a natural wood color. The interior of the instrument is relatively clean. The organ was playing until a year or two ago in an Inglewood, California home. Some pneumatic work has been done on it. We offer it in partially restored condition – with the expectation that the next owner will have to do some additional work on it. If you find that the work is minimal, then that's a bonus to you!

If you like that *real pipe organ sound* here is an opportunity to acquire one for what we consider to be a low price. The price is that of a medium price electronic organ.

$1495.00. (Stock No. REP–2113)

This instrument has many of the desired theatre organ features (most of which were either invented by or popularized by Robert Hope–Jones, such as a unification system, colored stop tabs, the horseshoe-style console and tibia pipes.

The dispersal of a fantastic group of dance organs. . .

THE BURSENS WAREHOUSE HOARD OF "ARBURO," "BURSENS," AND "IDEAL" DANCE ORGANS!

The last shipment of Bursens warehouse instruments have arrived and are now offered for sale! After this, the opportunity to acquire one of these instruments "put away" personally by Mr. Bursens will be gone forever.

In December of 1967 we received a letter from Mr. Arthur Bursens. The dean of European dance organ makers informed us that he was closing out his business – and offered to sell us the nearly thirty dance hall organs he had personally selected to operate "on location" until a few years ago.

Needless to say, we lost no time in flying to Antwerp, Belgium to complete the transaction! After due examination and discussion the instruments became ours.

Mr. Bursens, veteran of many years in the business, agreed to clean, check over and recondition each instrument before shipping it to us. For this reason and also because we wanted to make shipments in quantity via 40' steel containers it was only recently that the last organs from the Bursens hoard reached our premises. The "Arburo," "Bursens" and "Ideal" organs in the following listing are from that group.

Mr. Bursens instruments are of world-renowned quality. It is a significant fact that three out of four Dutch Street Organ contests in recent years were won by Mr. Bursens' instruments. Many of the Bursens dance organs built years ago have been converted to Dutch Street Organs (this involves making a new front for the organ, playing the pipes on higher pressure, etc).

The Bursens dance organs are magnificent in tonal quality. Each pipe is perfectly voiced and crafted carefully. The result is a *superb musical instrument.* One of these was featured on our *Fantastic Jazz Orchestra* hi-fi record and another as part of the circus album in our new *Marvels of Mechanical Music* series.

For the commercial operator the dance hall organ is a proven money-maker. In Europe operators of these have made fortunes with them. We have had many enthusiastic comments from public attractions in America that have purchased them from us.

Equipped with a 25¢ slot and put in a location with a good transient trade one of these organs will be a fantastic money-maker. The sound is appealing, too. It has a fullness reminiscent of a small theatre organ. Add to these features the advantage that a large selection of modern tunes goes with the instruments – and that new music is constantly being made.

For the collector a dance hall organ is a nice addition to represent mechanical music of the 40's and 50's – an interesting contrast to the earlier instruments. A good number of these dance organs have been shipped by us to the larger private collections around the United States.

With each dance organ in the following list you will get a large supply of music and, if requested, a new 25¢ coin box mechanism (as many additional boxes as you need can be supplied at low cost).

We have taken interior and exterior photographs of the various instruments we offer – and have endeavored to describe them carefully. Most of the ex–Bursens warehouse instruments are in immaculate condition and will require a minimum of rebuilding; just the tightening of screws in some instances. We can do this work here for you at low cost or you can do it yourself – with our advice, if you need it.

The opportunity to purchase *dance hall organs from the factory that originally made them* will never be repeated! Of the other two makers, Mortier and Decap, the former firm has been out of business for several years – and no instruments remain in the factory. Decap is still in business, but is no longer making the instruments with organ pipes (modern electronic organs are used – these new instruments sell in the $12,000. to $16,000 range).

If you want a choice quality instrument, this catalogue is your opportunity to get it. And, the best is yet to come. . . see the following paragraphs to find out how you can **save $500.00** on the purchase of one of these!

Special Limited Offer!

Save $500.00 on the Purchase of any Decap, Bursens (Arburo) or Mortier Dance Organ Listed in this Catalogue!

To make room for incoming shipments we must clear several thousand square feet of floor space by July 1st. So – to aid in this clearance we are offering you a **$500.00 discount** on any Decap, Bursens or Mortier organ listed in this catalogue.

This means that if an instrument is listed for, as an example, $2995.00, your net price is just $2495.00! Our prices are low to begin with – and the quality is very high. So, this $500.00 represents a truly valuable extra savings for you – **and is an amount which should pay for most, if not all, of the shipping cost of the organ to you!**

This offer expires on June 30, 1969. Act now – for the best deal ever on one of these marvelous music makers! Telephone us collect right now to reserve one of these instruments – or ask any information you wish.

Save $500.00! Act now!

This offer applies only to Decap, Bursens or Mortier dance organs as described and illustrated in this catalogue. The right is reserved to limit sales in quantity to dealers. This offer expires on June 30, 1969. There is no compromise with quality in this sale – each organ is as described and comes with either a supply of music books or music rolls plus, if requested, a new wallbox for remote operation. The $500 discount per instrument applies to the prices we list in this catalogue – Catalogue No.9.

This is a bona fide opportunity to acquire a wonderful instrument of exceptional quality (most were obtained directly from Mr. Bursens) at a very, very attractive price.

Save $500.00! Save $500.00! Save $500.00! Save $500.00!

SEE THE NEXT SEVERAL PAGES FOR THE LARGEST SELECTION OF DANCE HALL ORGANS EVER CATALOGUED! ALL ARE OFFERED AT A SPECIAL $500 SAVINGS! READ ON!

Special Note re Shipping of Dance Organs. . .

Even if you live in northern Maine (the farthest U.S. point from our office!) you can hundreds of dollars on shipping costs by buying from us – as opposed to direct shipment from Europe.

When we first purchased the two remarkable (and unprecedented) groups of dance organs from Mr. Bursens we investigated storing single instruments in Antwerp, Belgium and shipping them one-at-a-time to U.S. customers. However, we found that hundreds of dollars per instrument could be saved by shipping them en masse (in 40' long steel containers holding several organs per container!) to our offices, and then redistributing them from here. By this mass shipment our cost per instrument was unbelievably low (about 1/3rd to 1/4th of the price we would have had to pay on a single instrument basis!). The savings are passed on to you.

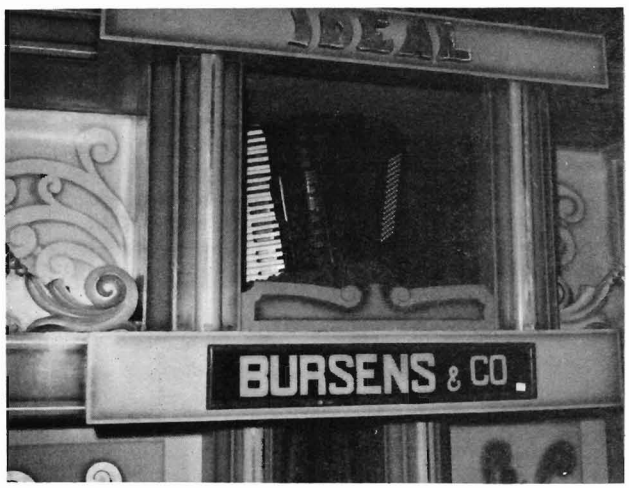
Shipment to you will be made via van lines in a carefully padded moving van. When it arrives the organ will be placed in the spot where you want it – in your business, playroom, or wherever. Based on our experience in shipping dozens of organs to all parts of the United States we estimate shipping rates to representative parts of the U.S. as follows (prices are for an average–size large dance organ): Boston: $650.00; Chicago: $475.00; Miami: $650.00; Las Vegas: $150.00. When you remember that this includes careful packing, complete insurance and also placement where you want it when it arrives the rates are indeed reasonable.

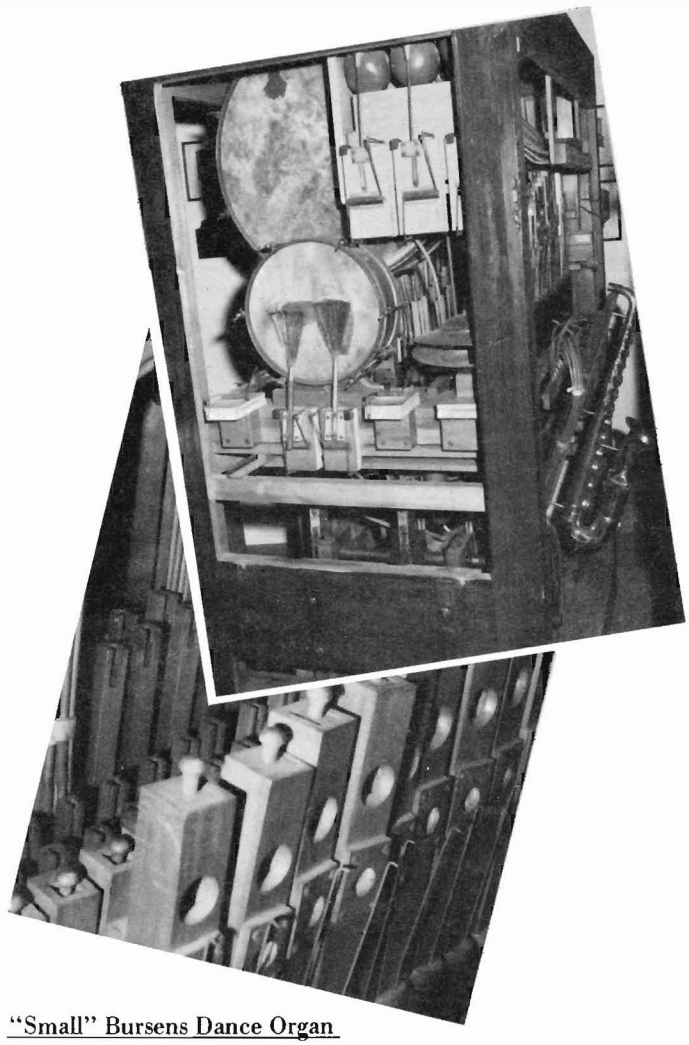
If you purchase one of these large dance organs from us and would like us to give you a firm shipping price we can do this – so you will know your exact costs. Any way you look at it you'll save from several hundred dollars to over $1,000.00 by having us take care of the shipping arrangements.





A veritable jazz band come to life!





"Small" Bursens Dance Organ

If you've been wanting a dance organ but an 8' high ceiling or other architectural limitations have been obstacles, then this "small" (relatively speaking!) and compact Bursens organ is worth considering.

The facade measures 7½' wide, 2' deep and 7'10" high. As is the case with most organ facades it comes apart into smaller pieces to facilitate moving through doorways and other restricted areas. The chassis which fits behind the front measures 6½' wide, 2'9" deep and 5'11" high.

Music is played via a 71-key system which can be played continuously or with a stop after each song. A supply of music goes with it – and as much additional music as you want can be easily ordered at low cost.

The inside of the instrument is packed with pipes, drums and other things! To be more specific, it has:

Pipework: A rank of jazz flutes of the *mica flute* (with resonating diaphraghm) variety plus many other ranks representing flute, bass, tibia, violin, viola, violcello and cello.

Display effects: At the top center front is a pneumatically-operated accordion which is operated from the music books. Below it is a display saxophone with operating "fingers" backed up by a rank of saxophone reed pipes.

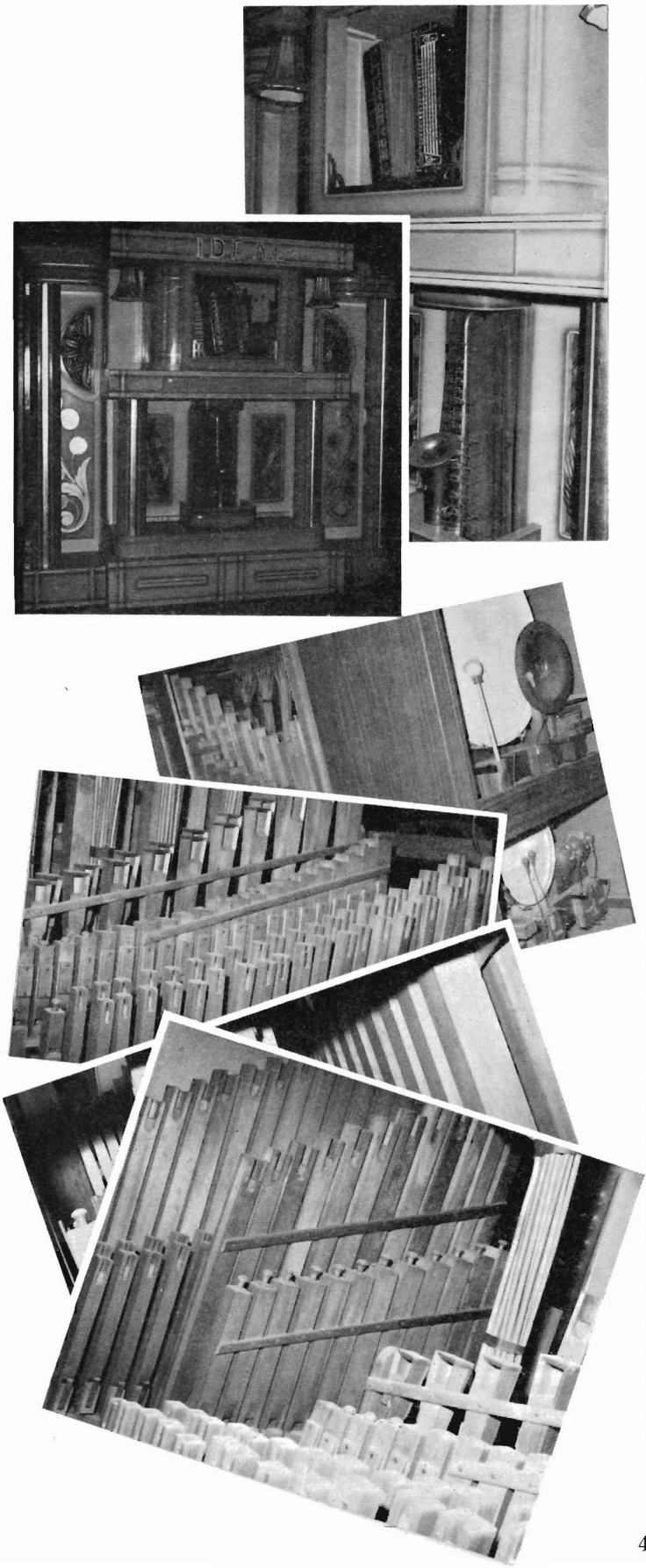
Trapwork: Snare drum with two brush beaters, a double clamp cymbal, three tuned temple blocks, a wood block, a bass drum and tambourine.

This instrument was obtained directly from Mr. Bursens, and is a choice piece in all respects. The amount of work needed on it is minimal – and it is in good condition throughout.

As is the case with most of the other Bursens organs it has several circuits of lights so that interesting color-changing effects can be produced.

The charm of Bursens organ music is well known – and with this instrument you'll have countless hours of wonderful musical enjoyment.

Our price is just $3995.00. (Stock No. JAZ–1608)



Very Large "Ideal" 84-Key Bursens Organ

This immaculate instrument was one of those purchased by us from the private stock of the maker, Mr. Arthur Bursens. Sold under the trade name *Ideal*, this organ has virtually every type of interesting instrumentation one could wish for! Here are the specifications:

Pipework: Many ranks of pipes including two ranks of jazz flutes: a stopped jazz flute rank and a second stopped jazz flute rank with diaphraghm resonators -- sometimes called the *mica flute*. A rank of bugle pipes will provide a crisp accent to the music also! In addition there are ranks of pipes representing violin, violoncello, cello, flute, bass and tibia.

On the front of the instrument is an exposed saxophone with automatically operated mechanical valves which lift when the appropriate notes are played in the rank of saxophone pipes directly behind it. Near the top of the instrument, framed in a circle of colorful lights, is a real accordion which operates automatically.

Trapwork: The drum and trap section is full of such items as a large bass drum, a snare drum with two beaters on the front side and a wire brush beater on the other side, a crash cymbal, a pair of double clamp cymbals, tuned temple blocks, a Chinese wood block with two beaters and a tambourine!

Dimensions: The facade and chassis are separable for moving (as is the case with virtually all of these organs). The facade measures 8'10" high, 10' wide and 2' deep. The chassis which sits behind it measures 7' high, 8'10" wide and 3'4" deep.

Music system: Equipped with an 84-key frame and a generous supply of music to go with it. May be equipped for continuous operation. At no extra charge will go a new coin-operation unit, if requested. Extra music in an unlimited variety of tunes can be ordered at a very reasonable cost. Most tunes of the past 50 years are in the repertoire of the music cutter – and if you have an obscure favorite tune that isn't, all you have to do is furnish the sheet music to have it cut!

This instrument,as were the other instruments we obtained from Mr. Bursens, was reconditioned by him just before shipping it to us. The work you will have to do on it is very little and will consist mainly of tightening screws and regulating it. The pipes and parts are in beautiful condition and have suffered none of the abuse which has befallen so many of these hard-used instruments.

From "stem" to "stern" this is a beautiful instrument throughout. Its musical innards are such that the variety of sounds it will produce are almost infinite! And, as you may know, these organs are capable of sounding like anything from a military marching band to a dance combo to a church organ, depending upon the type of music played on it.

Condition, instrumentation and quality considered, this is a wonderful value at $4950.00. (Stock No. JAZ–1607)

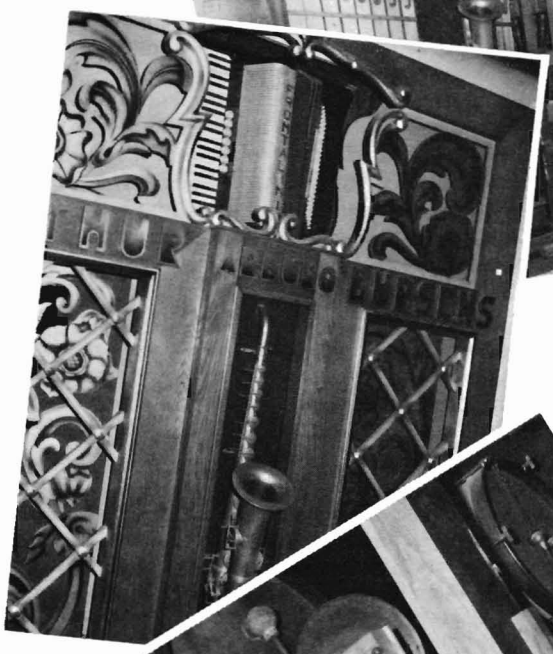
You get the quality you pay for when you order from Hathaway & Bowers, Inc. These organs are an excellent example. Of course, the Bursens hoard (finding instruments by the original maker still housed in the original factory) was unique – but apart from these, the organs we offer represent the personal selections of Mr. Hathaway and Mr. Bowers during tens of thousands of miles of travel. For every single instrument added to stock, several are rejected by us. –And, after you've bought an instrument, you are not forgotten. If you want to order new music, if you have a rebuilding question or need technical information we are just a telephone call or a letter away. We charge our customers nothing for information and helpful advice.

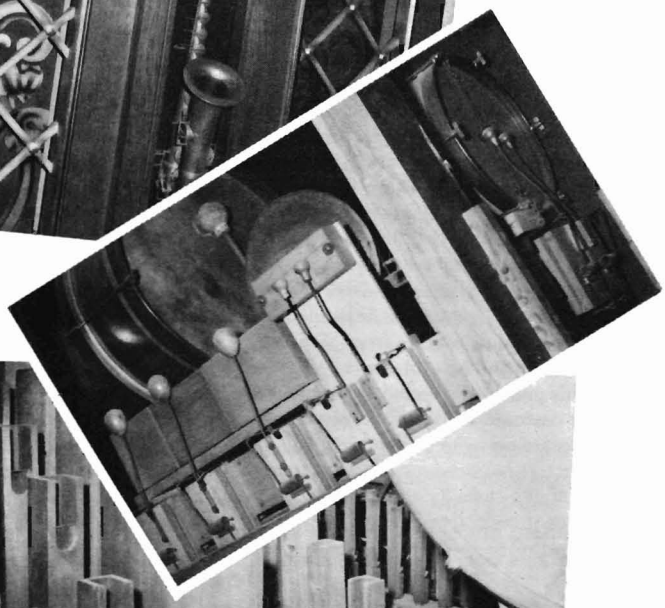
This policy of selected quality and competitive pricing plus attention to our customers has paid off in wonderful rewards for us: *Virtually every customer who has ordered from us has placed repeat orders from us later. It has been our pleasure to have been instrumental in building or supplying virtually every leading public and private automatic musical instrument collection in America, Europe and other places as well.*

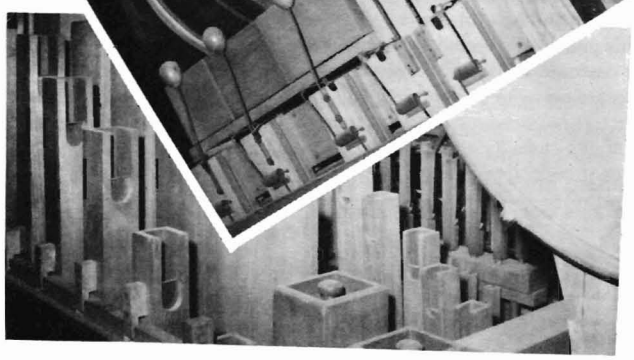
HATHAWAY AND BOWERS, INC.
11975 E. FLORENCE AVE.
SANTA FE SPRINGS, CALIF. 90670



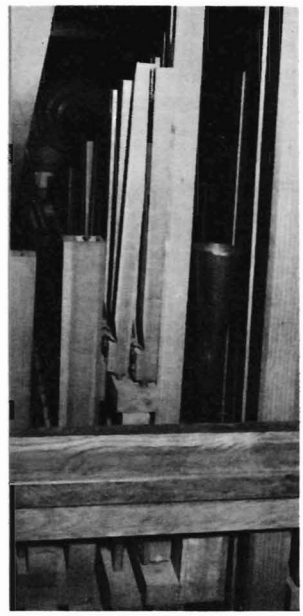












The camera peers into each side of the large Bursens organ. The left photo shows the key frame and the skid (for continuous playing). Near the right side of the right-hand photo you can see the end of one of the metal trumpet pipes.

Large and Impressive 77–Key Bursens Organ

From the standpoint of interesting and exotic ranks of pipes and other features it would be hard to beat this large 77-key Bursens dance organ.

Purchased by us directly from the maker, Mr. Arthur Bursens, it is in immaculate condition. It was built as a showpiece – and a list of its specifications reveals that this is indeed a wondrous instrument! It contains:

Pipework: Many ranks of pipes including not one but *two* ranks of jazz flutes – one rank of open jazz flutes and one rank of stopped jazz flutes, each with a tremolo effect. Another very unusual rank is a rank of *metal trumpets or horns* with conical metal resonators. Backing these ranks up are many other ranks of pipes producing the effects of flute, bass, violin, viola, violoncello and tibia.

Special Effects: Exposed and in full view on the front as it plays is a real pneumatically operated accordion. Below the accordion is a saxophone. We have had a few letters asking how the saxophone works in a dance organ. Here's how: Each note on the saxophone is represented by a special wooden saxophone reed pipe mounted in a rank directly behind the saxophone. As a given note is played the tone comes from one of the saxophone pipes. At the same time a special pneumatic bellows lifts the appropriate valve on the saxophone – giving the appearance and the same sound as if the saxophone were actually being played by a human.

Drum and Trapwork: A large bass drum, a snare drum with two rhythm beaters and a special wire brush beater, a tambourine, a Chinese wood block with two beaters, a cymbal and a set of three tuned temple blocks!

Expression: Automatic crescendo or swell shutters open and close as directed by the music and provide expression that is both charming and realistic.

Dimensions: The chassis and the facade are easily separable for moving. The chassis is 8'7" high, 7' wide and 3'deep (with saxophone removed) or 4' deep with saxophone in place (it may be easily removed). The facade measures 9'2" high, 10'8" wide – and with the chassis in place behind it, the overall depth of chassis and organ combined is 4'10" deep.

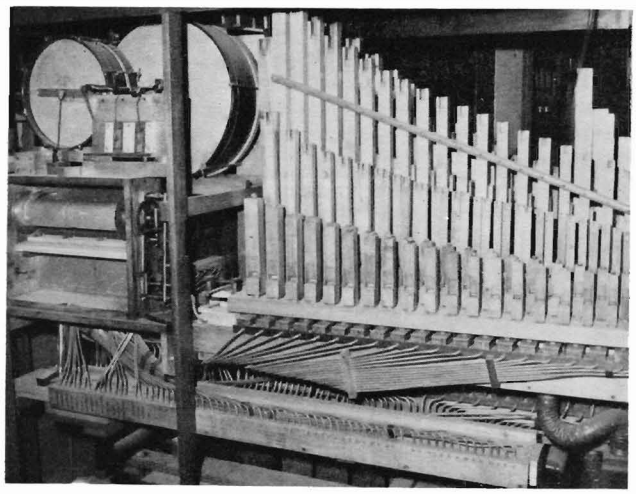
Music system: Key frame system: 77 keys. Equipped with a skid for continuous operation without attention. The instrument is supplied with a quantity of music – and new tunes of your choice can be ordered at low cost.

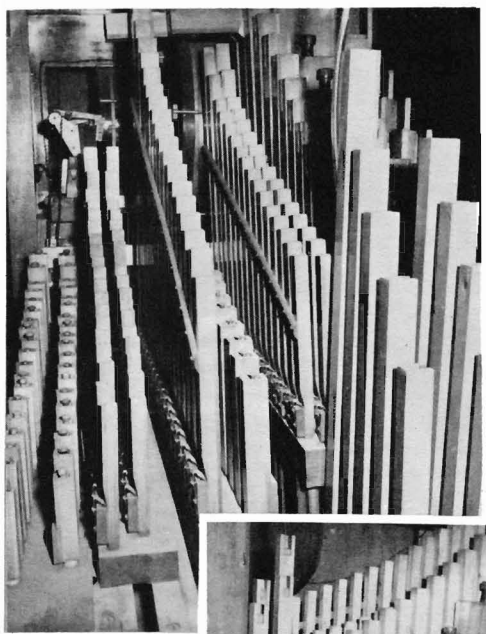
Other information: The instrument can be equipped for coin operation. At no extra cost we will provide a modern coin box assembly for it. The instrument is accessible easily via panels on all sides for servicing, cleaning, etc.

This instrument was reconditioned by Mr. Bursens immediately prior to shipment to us. However, it has been our experience that tightening of screws in the chests and connectors and general checking and regulation will be necessary once you receive it. The pipes, pumps, etc. are in beautiful condition and are as bright as the day they were made.

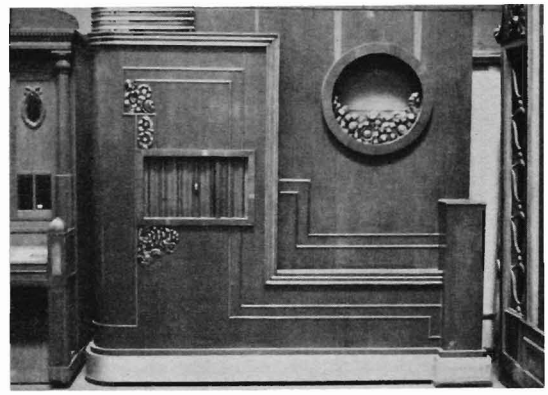
A prize instrument in choice condition – of a quality which, in our opinion, can't be duplicated for the price anywhere in America or Europe today.

$4995.00. (Stock No. JAZ–1609)









Bursens Organ with Modern Front

This Arburo organ, purchased by us directly from the maker, Mr. Arthur Bursens, has a modern "cafe" style front. As the front is not connected to the main organ chassis but, rather, sits in front of it – you can alter, embellish or decorate the facade to your liking without affecting the music.

Behind the facade is a trim medium-size organ chassis full of pipes, traps, etc. Specifications include flute, bass, violin, viola, violoncello, cello and tibia pipes, a bass drum, snare drum with regular and wire brush beaters, cymbal and a wood block with two beaters.

Dimensions of the front are: 7'7" high, 8'6" wide and 1'4" deep. The dimensions of the chassis alone are: 6'7" high, 6'6" wide and 3' deep.

The instrument is in beautiful condition and was reconditioned by Mr. Arthur Bursens personally. It will probably require tightening of the screws in the chests and some other regulating when you get it – but nothing major.

It uses the popular and melodious Arburo rolls – a library of which (including popular tunes) go with it. More Arburo rolls featuring modern hit parade tunes are on the way – so you'll have lots of enjoyment with this instrument!

The quality of workmanship in this and other Bursens organs cannot be stressed too strongly. We really appreciate the beautiful craftsmanship – and we believe that we are in a good position to judge as we have personally inspected hundreds of organs of various kinds in America and Europe!

At our price, which includes rolls and, if desired, a modern coin box, you'll make one of the best buys ever - in our opinion.

$3595.00. (Stock No. JAZ–1610)

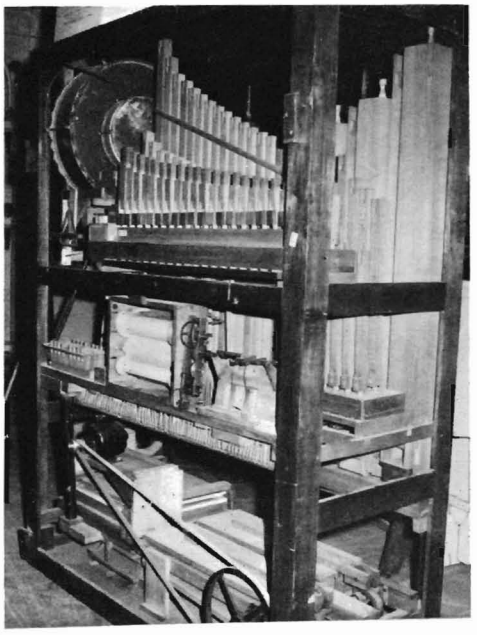
If you are a collector or have a desire to do your own regulating and repairing (these organs are simple to do) you'll save lots of money. If you are a commercial customer and haven't the time or facilities to do it, we'll quote you a price to do the work here.

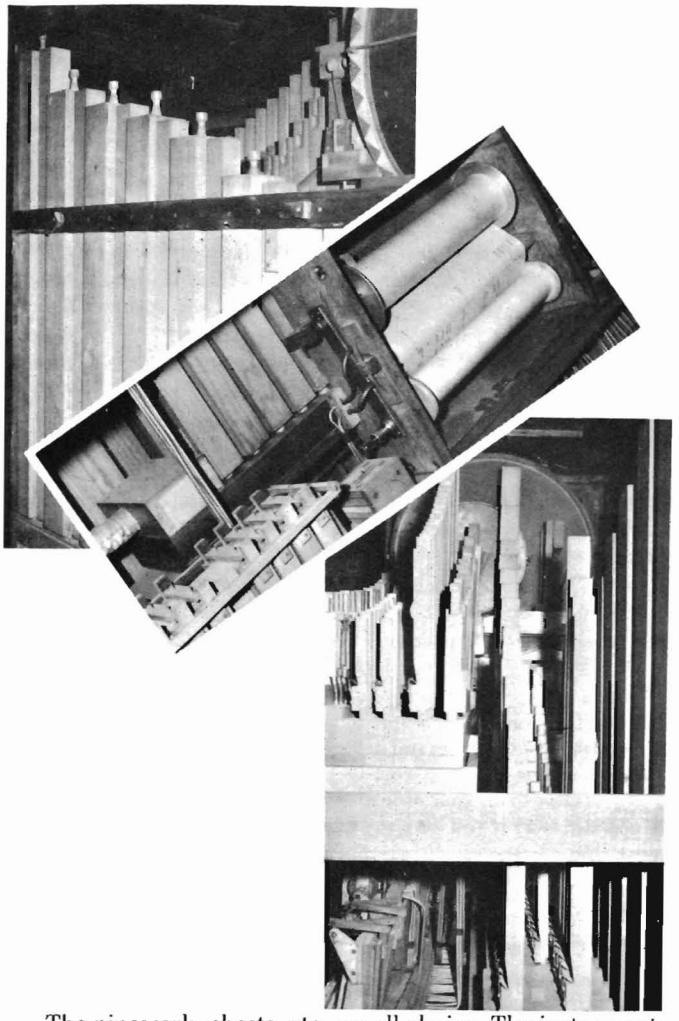
If you elect to do your own work, remember that we are just a telephone call or letter away if you have any questions!

Bursens Organ – Priced Under $2,000.00!

We purchased this fine organ with its front (a modern cafe-style), but somewhere along the line it was partially lost – several panels were missing in shipping. So – we offer the intact chassis, crammed with pipes, drums, etc. and *in playing condition* for less than $2,000.00!

The chassis measures 8' high, 5'11" wide and 2'8" deep. It has many ranks of pipes including jazz flute, flute, violin, viola, violoncello, cello, bass, tibia, etc. The trapwork consists of a snare drum with a regular beater and a wire brush beater, a triangle, a bass drum, wood block with two beaters.





The pipework, chests, etc. are all choice. The instrument is presently in playing condition and uses the popular Arburo rolls. A library of rolls, including popular modern tunes such as we have featured on our *Fantastic Jazz Orchestra* record go with it.

If you have a commercial place or are handy at woodworking you can build your own facade for this organ. A European friend of ours makes a good deal of money by buying dance organs, mostly Arburo and Mortier, raising the pressure on the pipes, building a "street-organ-like" front and selling them as Dutch street organs. He recently told us that he sold two of these to American tourists for $10,000.00 each f.o.b. Europe.

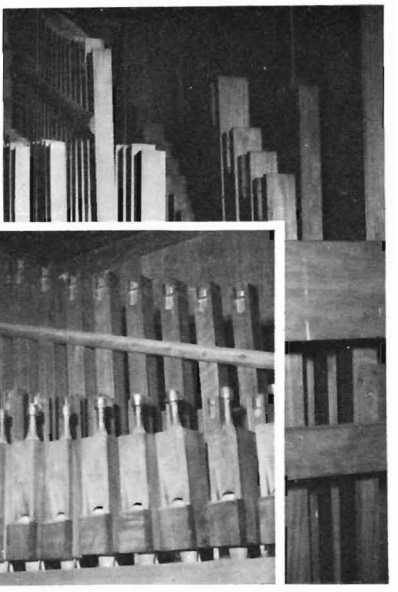
This organ is ready to plug in and hear when it arrives. It is, in our opinion, *an outstanding value* at just:

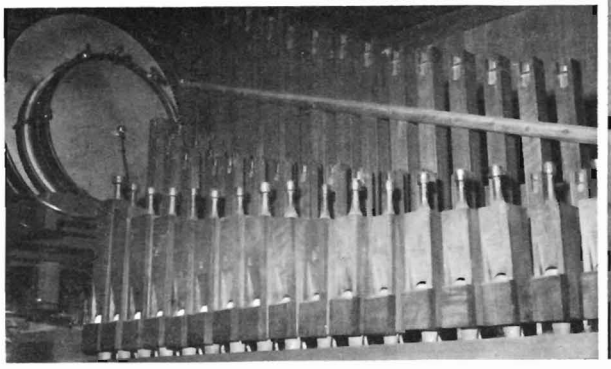
$1995.00. (Stock No. JAZ–1612)

Note: As you may know from reading the "From Music Boxes to Street Organs" book the Dutch Street Organs are not made in Holland at all. Rather, they are Mortier, Frei, Bursens, etc. instruments that have been imported and, in many instances, outfitted with new fronts and which have had pipe ranks added or deleted.

The Key Frame, publication of the Fair Organ Preservation Society, noted that in recent years three out of four annual Dutch street organ concert contests were won by organs made by Arthur Bursens.

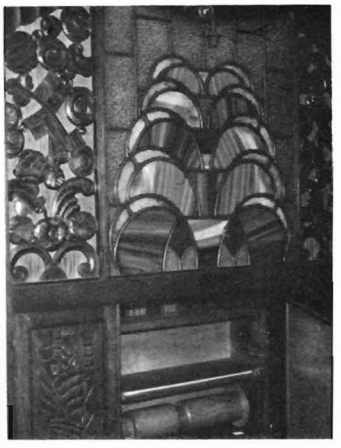
These Bursens organs are beautifully made. Each pipe is carefully crafted and is a work of art. It is not surprising that the Bursens instruments we have sold here in America have met with such enthusiastic reception on the part of private collectors and also public exhibits.





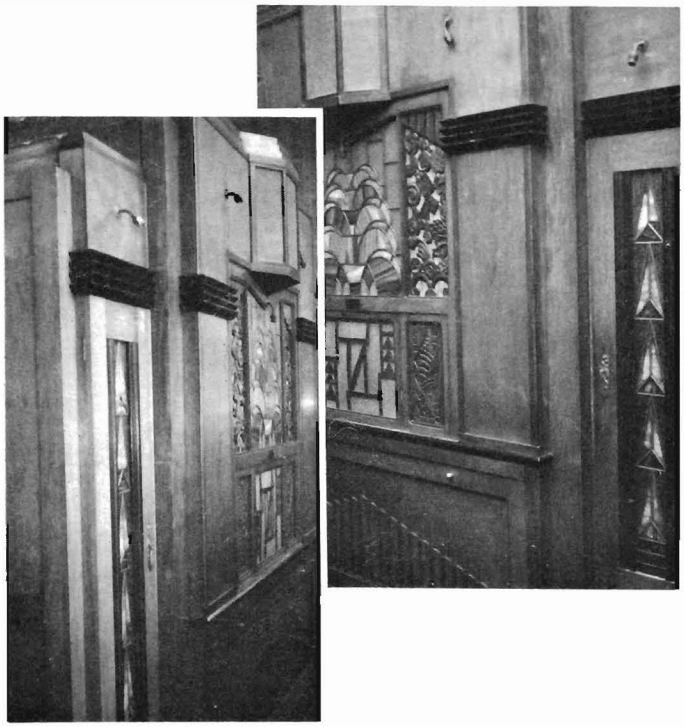


This series of photographs will give you a good idea of what the Bursens organ looks like - and is capable of doing.



Bursens (Arburo) Organ/Orchestrion w/Art Glass Front

This attractive instrument dates from the 1920's. The case is of light golden oak with three large art glass panels – one on each side door and a large multicolored art glass fountain scene in the center.



This instrument measures 8'8" high, 9' wide and 3' deep. The two side wings are compartments for the storage of music rolls – and detach for ease in moving.

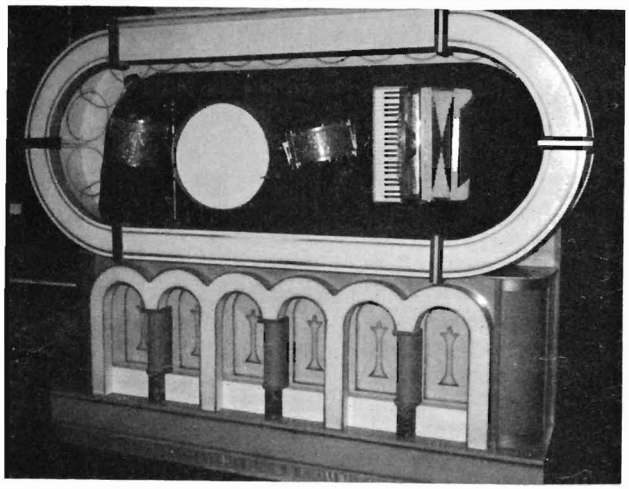
This lovely Bursens organ uses the Arburo (Bursens Jazz Orchestra) roll of the type we are now making (that is, having made by Mr. Prinsen in Europe). Included with this organ will be a library of rolls – including modern favorites. The music is irresistible – as you and your friends will learn when it is set up and playing.

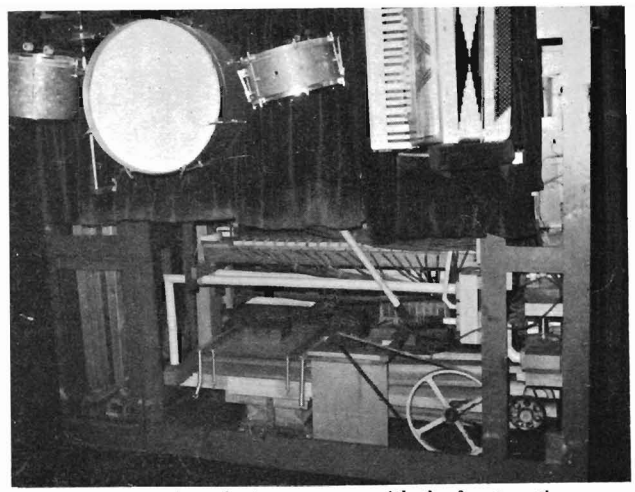
This instrument has been reconditioned. Due to differences in humidity we are sure it will require some tightening of screws on the chests, etc. and regulating when it arrives – but a major rebuilding will not be necessary.

Instrumentation consists of many ranks of pipes including the effects of jazz flute, violin, viola, violoncello, cello, flute, bass and tibia plus such trapwork as a bass drum a snare drum, a wood block with two beaters and a triangle.

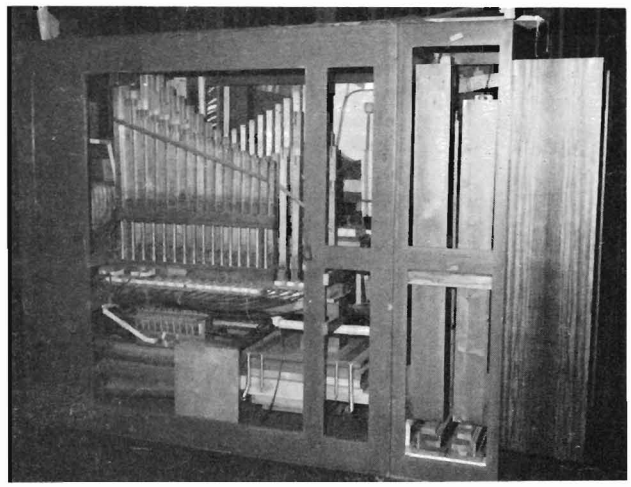
An attractive, clean, well-made and musical (what more could you ask for?) instrument. An excellent value for just $3900.00. Inferior instruments have fetched $1000.00 to $2000.00 more.

$3900.00. (Stock No. JAZ–1611)





The Bursens Jazz Orchestra organ with the front section removed.



View of the Bursens organ from the rear. Like others of its kind, it is beautifully made.

Splendid Bursens Jazz Orchestra!

This Bursens Jazz Orchestra organ is a real gem! Obtained by us from Mr. Arthur Bursens the organ features a veritable showcase of drums and traps on display!

Mounted on the front against a red velvet background, and framed with a changing-light gallery, are a colorful accordion, a bass drum, a kettle drum with two beaters, a snare drum with regular beater and wire brush beater, a set of tuned temple blocks, a wood block with two beaters, a cymbal, a double or clamp cymbal and maraccas.

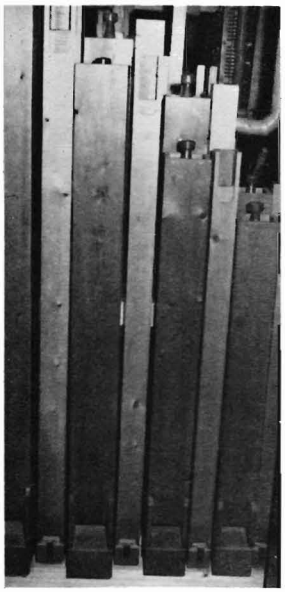
Backing up these rhythm effects is a full fledged organ with row after row of pipes, including jazz flute, flute, bass, tibia, violin, viola, violoncello and cello.

The chassis of this instrument is 6'6" high, 3' deep and 7'10" wide. It disassembles for moving. The facade which sits in front of the chassis measures 7'10" high, 9'9" wide and 1'8" deep. As is the case with similar instruments, it disassembles for ease in moving.

The instrument uses the Bursens Arburo or Jazz Orchestra rolls – a supply of which comes with it. . .including popular numbers from recent years. New music is available – and many more rolls are now being planned for release.

The instrument plays well – and was used in part of our recording session for our *Fantastic Jazz Orchestra* hi-fi record. If you have a commercial place this should be an A–1 money-maker for you! It has an attractive appearance and plays beautiful music.

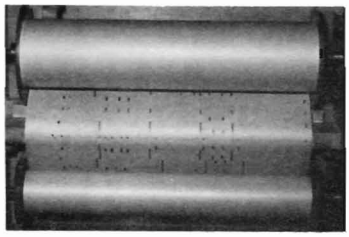




Above: Some of the cascading rows of pipes in the Bursens organ.

Left: Large scale tibia and cello pipes provide an excellent tonal foundation for the music.

Below: An Arburo roll in the playing position. A library of rolls will be given with your instrument – and new music is available.



You couldn't equal the quality of this instrument for $1000 more than our price. In fact, since our purchase of the Arthur Bursens inventory in Belgium we have located virtually nothing in the way of quality instruments of this type. These were set aside and personally cared for by Mr. Bursens – and are of outstanding quality both condition-wise and musically.

$5995.00. (Stock No. JAZ–2693)

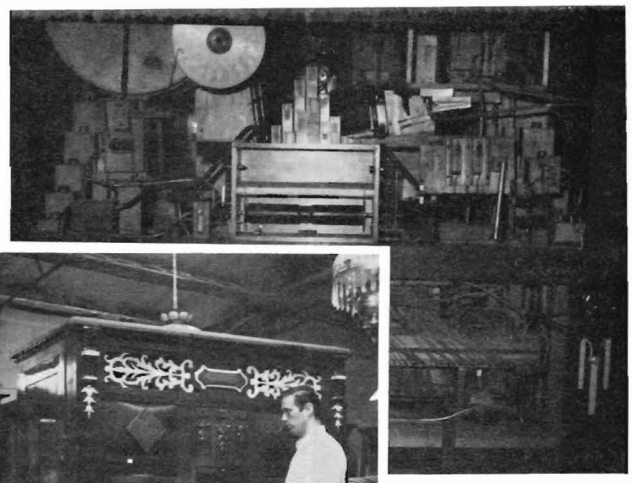
A virtually identical instrument was the first of the two Jazz Orchestra organs (ex Bursens inventory) we sold to Bellm's Cars & Music of Yesterday Museum in Sarasota, Fla. Its performance (it is equipped with a 25¢ slot) was responsible for the museum ordering a second instrument for display. One Bursens organ is now on display in the music section of the museum; the second is amidst a fabulous exhibit of antique automobiles.

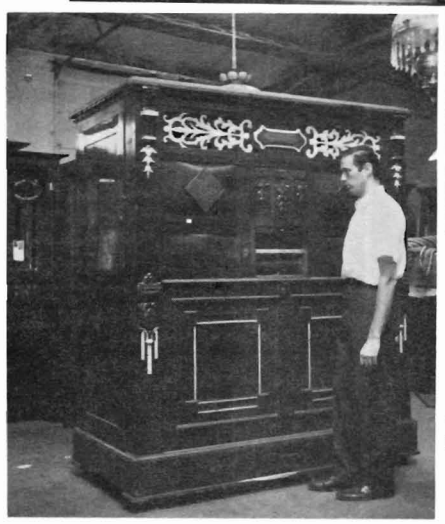
Small and Compact Mortier Orchestrion/Organ

Many collectors and enthusiasts have wanted representative dance organs but have not had the space in which to house them. The presently offered instrument should fill this need.

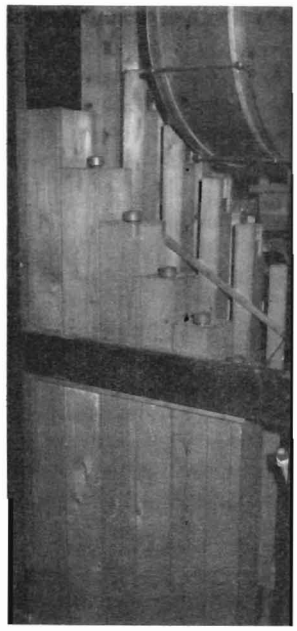
This compact Mortier orchestrion (so-called by Mortier because of the "traditional" orchestrion–like facade)/organ measures just 7'3" high...or a few inches shorter yet if you remove the casters. The width is 6'3" and the depth is 3'2".

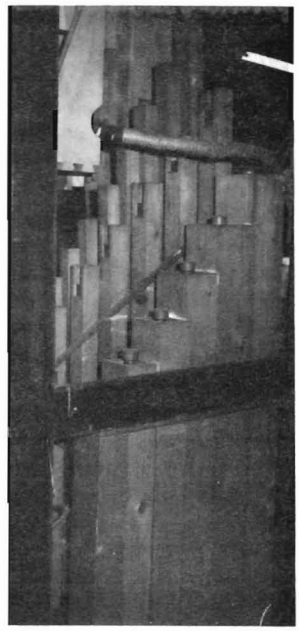
Within this relatively small case are housed many "goodies" – such as *ten ranks* of pipes and various drum and trap effects! This instrument will hold its own with instruments with cases twice its size!





Terry Hathaway in front of the Mortier organ. This one is really compact. Many pipes and instruments are fitted into the case.





Left: View through the left side of the Mortier.

Right: View through the right side. There are many ranks of pipes in the instrument. Only a few are shown here.

To be a bit more specific, instrumentation consists of 10 ranks of pipes giving violin, viola, violoncello and cello effects, flute and bass, and the well-liked "tibia" foundation pipes. In addition there is a rank of jazz flute pipes. These are superficially similar to regular flute pipes, but they have a special contrivance on the back of each pipe which produces spaced "puffs" of air through a small hole in the back of the pipe – just about opposite the mouth of the pipe. Adding to the effect is a special tremolo. The overall result is that the jazz flute produces a unique "warbling" sound.

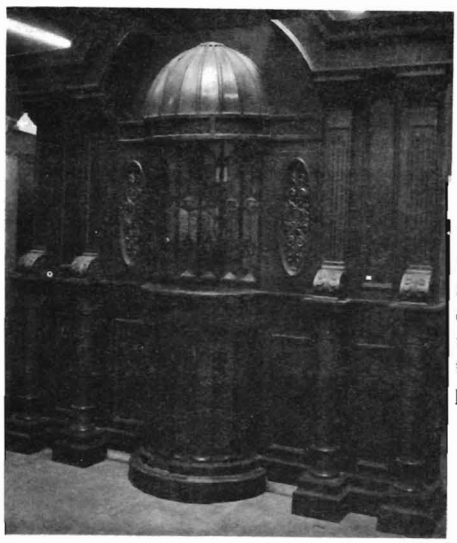
A small scale rank of pipes known in organ parlance as *carillon* pipes produces a shrill fife-like tone. Adding to the pipes are a bass drum, snare drum, cymbal, triangle and a wood block with two beaters.

The instrument is roll operated and uses a special orchestrion roll, a supply of which is furnished. As the roll size, spacing, etc. are identical to the Arburo scale, we would recommend the installation of a switcher so that the orchestrion will be able to use both types of rolls effectively. This is easy to do – and we'll advise you on how to do it, if you wish. As noted before, when you purchase an instrument from us we'll gladly give you advice on where to get parts and supplies, how to regulate or adjust the instrument, and so on.

The Mortier organ is powered by a box–type pump, similar to that (in concept) used by Coinola in the late 1920's, except that the Mortier is quite a bit larger in order to accommodate the many ranks of pipes.

As our photographs show, the instrument is readily accessible via removable panels on the sides, front and back. It will be a straightforward restoration -- and one that should be pleasurable in all respects. The tremendous musical potential of the instrument is augmented by swell shutters and expression controls. It will afford many hours of enjoyment.

$3995.00 (Stock No. MOR–1803)

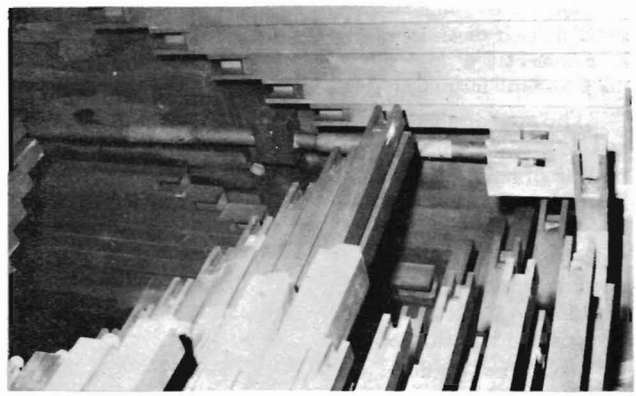


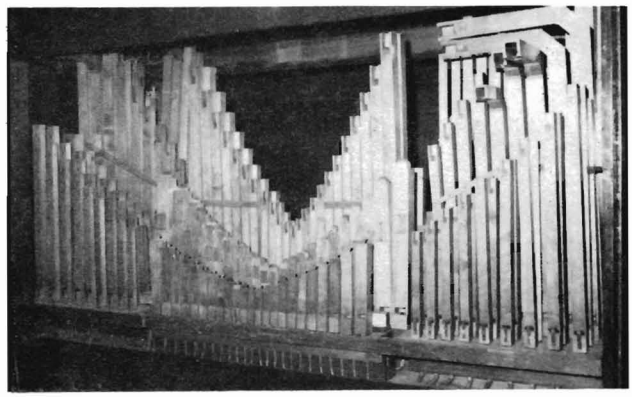
If a prize for ornate Victorian beauty were to be given this mahogany front with its large colorful art glass panel would be a leading contender! It is very impressive, to say the least!

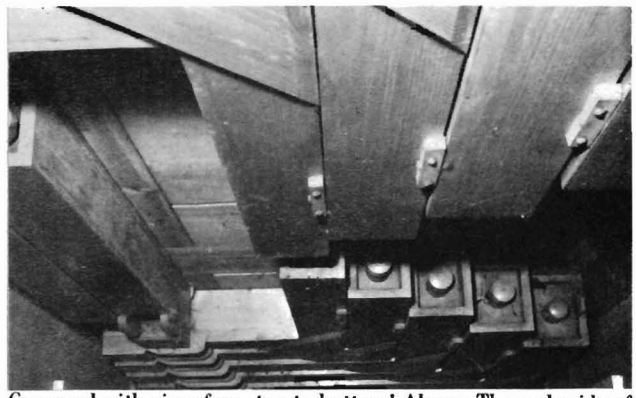


Large Mortier Orchestrion/Organ w/Ornate Front

This organ is a hybrid. It combines a very ornate early (c.1914) front with a large Mortier chassis from the 1920's. Evidently it was too tall for its original location, for the top arch has been abbreviated. The new owner may wish to reconstruct it.







Crammed with pipes from top to bottom! Above: The underside of the lid has ranks of pipes fastened to it. Center: Cascading ranks of pipework in the center on the main chest. Below: The underside of the chassis is home for these large bass pipes.

The interior consists of a large 84-key Mortier chassis with many ranks of pipes, including two ranks of the popular jazz flutes. In addition to the many pipes in the upright ranks there are additional pipes on the underside of the top of the chassis and under the main chassis itself.

The organ once has a bass drum, snare drum, cymbal and triangle – but these are now missing.

This organ will require complete pneumatic rebuilding plus the addition of the drums, etc. It will be a lot of work, but the music of these 84-key Mortier orchestrions is outstanding...and the work will be worth it. With the instrument goes a supply of music books, and additional books with your favorite tunes can be cut to your order.

The facade of this instrument is outstanding. It is of a deep rich mahogany with pillars, fluting and extensive carving and scrollwork. At the center is a large multicolored art glass panel which, when backlighted, is simply spectacular!

We know of a gay 90's back bar (just decorative, not musical) which was not half as ornate as this organ front – but which sold for $3,500.00 about a year ago! In fact, the dealer had two orders for it.

Dimensions: The facade or front of the organ is 11' wide, 9'5" high and 2' deep. It stands in front of the organ chassis. The chassis is a separate unit and is 7'4" high, 8'6" wide and 3'4" deep. So, you can see that this is no small instrument!

The appearance of this instrument is stunning – and in a public place it will attract a great amount of attention. With its fine organ music (which can be adapted to coin-operation) it will be a real winner.

We would recommend as an ideal home for this a museum with a gay 90's or "Roaring 20's" theme – or a restaurant with a similar motif. Money-wise the front of the organ alone couldn't be built today for $5,000.00!

Just $3,900.00. (Stock No. MOR–1802)

Note: The "big three" in the production of dance organs were Mortier, Bursens and Decap. Only the latter firm continues in production today.

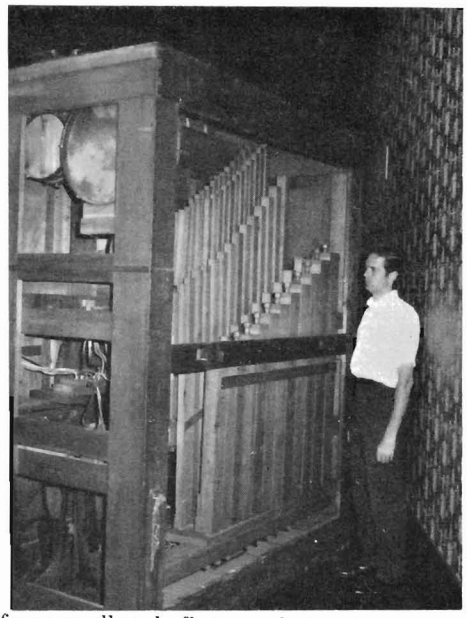


The Decap is an orchestrion/organ in a case of traditional elegance. It will be a drawing card wherever it is seen and heard.

Decap Orchestrion/Organ in Classic Case

This lovely orchestrion was manufactured by Decap Brothers (or as labeled in Flemish on the instrument, *Gebroeders Decap*) of Antwerp, Belgium. We would estimate the date of manufacture as the 1920's.

With its classic – almost Victorian – front the instrument resembles a traditional large piano orchestrion of the era. It is, however, an organ (without piano). The instrumentation consists of many ranks of pipes (the interior is literally crammed



Terry Hathaway is shown at the rear of the instrument. The panels have been removed to show the interior.

The Decap is well-made and will be easy to rebuild. As it is made of quality parts rebuilding will be a pleasure.

with them) ranging from small scale flutes and piccolos to large bass pipes measuring about five feet in length. Small but interesting is the rank of *metallophone* pipes which consists of finely crafted flute pipes with a resonanant metal diaphragm in the front.

Adding to the musical capabilities are the trap effects of a large bass drum, a snare drum, a cymbal and triangle.

The instrument was designed to use a Decap orchestrion roll – but we would recommend converting it to use Arburo rolls. The tracker bar spacing and capacity are the same as are the roll widths, etc. All you will need to do is to re-arrange some of the tubing. We will provide an Arburo tracker scale for this purpose. This conversion is recommended as a very wide variety of music is available on Arburo rolls – and we are having new rolls cut. A library of Arburo rolls will go with the instrument – including a copy of our new roll by Arthur Prinsen featuring *Hello Dolly!, Chicago, When the Saints Go Marching In* and *Swanee.*

The instrument is in immaculate unrestored condition. Refinishing of the case would not be necessary. Wiping with a damp cloth will restore the interior pipes to their original brightness. Count on having to re-do the pouches and pneumatic portions – but if past instruments we've worked on are an indication, we imagine that some of this work will be more optional than necessary. As is the case with any instrument purchased from us, we'll be happy to recommend sources of materials or provide restoration advice as you work on the instrument.

Measurements of the orchestrion/organ are 9' 6" high, 6'8" wide and 3'8" deep. As the facade and the chassis are integral, the entire unit can be tipped over on its side for moving through a doorway.

The case is of light and dark oak and is ornamented with many plaques and carvings. At the center front is a section of art glass (with one small plain piece broken – we'll either fix it for you or deduct $50 from the cost of the instrument and you can take care of it). Surrounding the beautiful multi-colored panel are nineteen light sockets to provide an illuminated fringe. The roll loads easily from the front via two doors at chest height.

This instrument will be easy for you to work on (or we can provide this service in our shop here) – and, equally important, it has the capability of playing beautiful music when it is done. If you've been looking for a dance organ in a traditional case, consider this one. Considering its choice preservation it is an excellent value for just $3900. A similar, but slightly smaller instrument in lesser condition was recently

sold for $5000.00.....which reminds us to observe that once the organs we have here are sold prices will be higher. We bought these last year – but now many of these instruments are selling for higher prices *in Europe* than we are selling them for here. Indeed, within the past half year we have more than tripled our overseas business – and have shipped a good number of automatic instruments to various parts of the world.

$3900.00. (Stock No. DEC–1800)

Note: The Decap firm is still very much in business today turning out modern dance organs built around electronic organs and other modern sound-generating devices. Selling for $12,000.00 to $16,000.00 on the average these instruments find a good market in Belgium, Holland and elsewhere. These new instruments use the traditional folding cardboard key frame organ music system – and the music books are still cut by hand.

Among the older Decap products from decades past are many interesting varieties of roll-operated organs and orchestrions and key frame models. With the exception of a few (rare today) Decap fairground organs all of the Decap instruments have a charming mellow sound – more resembling a theatre organ than a band organ. Our "Fantastic Jazz Orchestra" record and several selections on our new "Fairground Favorites" feature a Bursens organ and give, in a family way, an idea of how the various Decap, Bursens and Mortier dance hall organs sound.

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

SAVE – At Hathaway & Bowers, Inc.

When you do business with Hathaway & Bowers, Inc. you get carefully-described instruments priced to be excellent values. Our low prices for music boxes, etc. permit an excellent margin of profit for antique dealers and others. In fact, over 50% of our business is with commercial accounts.

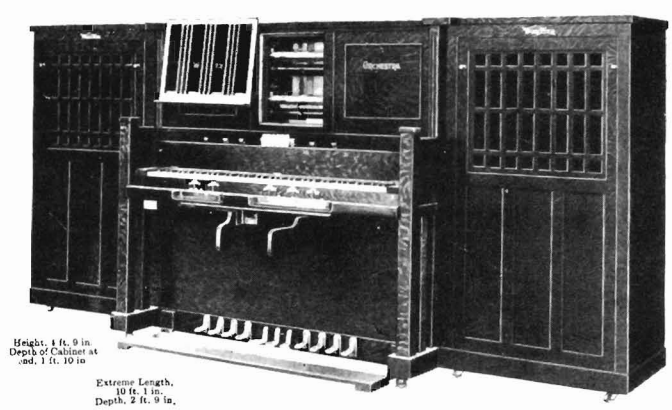
For the collector or museum the relative savings are greater yet. You'll undoubtedly find, as hundreds of collectors have, that the low Hathaway & Bowers, Inc. prices more than take care of the packing and shipping costs – when compared to others. That brings up another point: whether you're having an instrument shipped to a point 2,000 miles away or halfway around the globe we have the facilities to pack and ship carefully at low cost.

When you compare prices, compare quality too. You'll learn the reason for our large volume of worldwide business. Do business where business is being done – Do business with Hathaway & Bowers, Inc. We'll look forward to hearing from you!

---**Terry Hathaway**

ORCHESTRA STYLE "YO"

PLAYED WITH STANDARD CUT 88-NOTE PIANO ROLLS



TWO rolls of music in instrument at one time enable the player to change from one piece to another as the picture progresses. As one roll plays, the silent roll can be run forward or back. Styles "U" and "K" as pictured on the following pages can be equipped with this standard piano roll playing device and are sold under our factory numbers as "YU" and "YK".

The "YO" Orchestra shown above is an instrument containing the same instrumentation as the style "O". This arrangement, however, with the roll mechanism is quite a bit different and it is made for those people who like to add their own individuality to the playing of the pictures and who prefer to make their own interpretation.

This instrument is equipped with the Duplex Roll Mechanism which plays the ordinary roll that is used upon the house or home piano, an 88-note roll that is not in any way at all self-registering. All that this roll does is to strike the proper note just like it does on your player piano. It is necessary for you to sit at the keyboard of this instrument and manipulate the different stops and the different effects. The roll itself takes care of the most difficult or the most simple compositions for you. Your own individuality then goes into the handling of this instrument, just as though you were the leader of an orchestra, because by the manipulation of these different stops, controls, etc., you can control the expression of the instrument.

Rolls, of course, are very inexpensive for an instrument of this kind. You can purchase them any place where music rolls are for sale, as they use the same roll as used upon the regular home player piano. The manipulation of the same is simple, it is durable and it can also be played by hand, the player bringing into use the different effects and the pipes in connection with the piano keyboard as he can on the style "G" and style "O".

Air motors are required with this instrument to operate the music roll, and an outside blowing attachment stands in behind the instrument. This also could be placed at a distance away from the instrument if you so preferred.

Wurlitzer Style "YO" One Man Orchestra (Photoplayer)

Photoplayers are a lot of fun! Every nickelodeon collection should have one – but, unfortunately, as a breed photoplayers of various kinds are scarce, and not many survive today.

The instrument offered here is a Wurlitzer Style YO. Selling for $2,800.00 in 1920 (about $700.00 more than the price charged for a Wurlitzer CX orchestrion at the time), the Style YO found a ready market in the orchestra pit of theatres. There is no record as to exactly how many were sold, but the number must have been substantial, for sometimes there was a delay of several months in shipping them from the factory.

From one end to the the other – all 10' 4" of its width – the photoplayer is a cabinet full of fun. Pipes, gongs, drums and other effects come to life with the push of a pedal or button!

Here is the anatomy of the Style YO:

Center section: The center part or "console" consists of an upright Wurlitzer piano. The upper section contains a duplex one-over-the-other 88-note roll playing unit made by the Standard Pneumatic Action Co. Complete controls are provided to vary the roll speed as well as switch instantaneously from one roll to the other. The center console is also the control section for the side chests – and contains the various pedals, tabs, levers and buttons for operating the sound effects gadgets. The center section easily disassembles from the two side chests, making it easy to move the unit with no more difficulty than would be encountered moving an ordinary upright piano.

Right side chest: This chest contains the organ pipes. There are several cascading rows of pipes which consist of ranks of violin, flute and bass pipes. An automatic tremolo provides a desirable wavering or vibrato effect and can be turned on or off at will. The volume of the pipes is controlled by a set of three louvered swell or crescendo shutters in the front of the cabinet. The ranks of pipes can be played together, separately or in any combination as desired. In addition, they can play solo by means of a control which silences the piano.

Left side chest: This is the Fun Department! The chest is crammed with all sorts of gadgetry including a big bass drum with a large beater and with two smaller beaters (for kettle drum effect), a cymbal, a snare drum with two beaters, a tambourine, a triangle, a set of castanets and a big brass fire gong! A set of swell shutters in the front of the case varies the volume of these as desired.

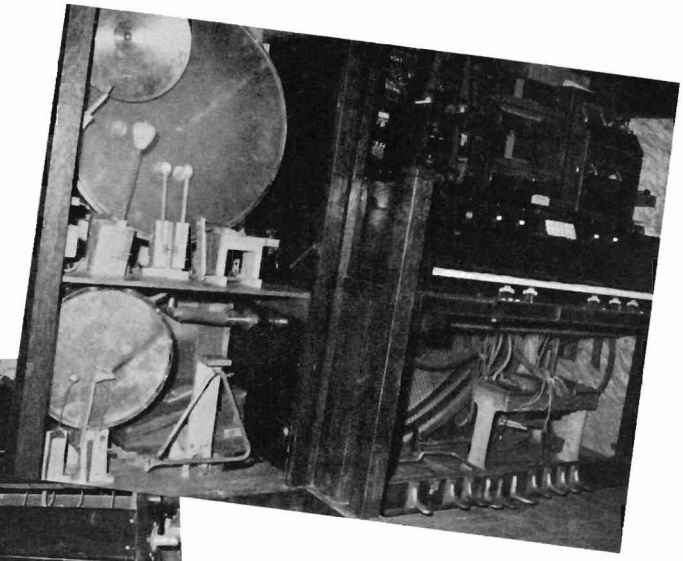
Other equipment: With the photoplayer comes a Wurlitzer combination vacuum and blower unit. This compact unit can be stored at a distance from the photoplayer and connected to it by flexible hose.

The photoplayer we offer is in choice unrestored condition. It is clean throughout, and with the exception of some very, very minor work, the case will require no attention at all! In fact, the *WURLITZER ORCHESTRA* lettering across the front panels and the various *Wurlitzer* trademarks strategically applied to other parts of the case are as bright as the day they were applied!



WURLITZER
MUSIC - *for*
THEATRES

One-Man Orchestras
:: *for* Theatres *of* ::
Seating Capacities
of 250 to 750 or more



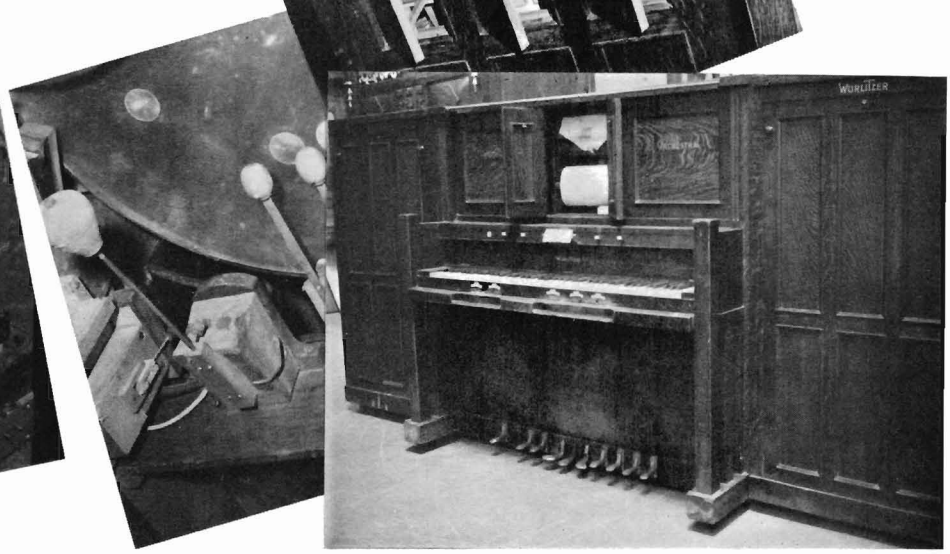






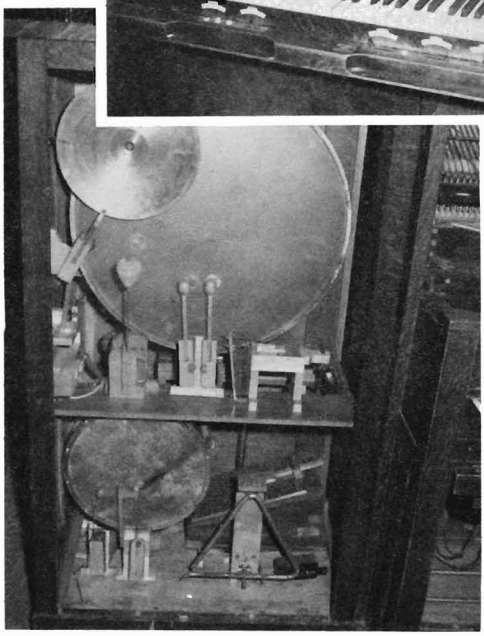












The pneumatic part of the restoration will present no problems. The main roll playing unit is a Standard Pneumatic unit of the type (but with duplex players) familiar to most anyone who has rebuilt a home player. The pipe chests, drum actions, controls, etc. are no harder to rebuild than are those of a Wurlitzer BX, CX, LX, etc. orchestrion – except that the photoplayer just has more of everything. We'll direct you to the needed supplies and will supply any advice you need during your rebuilding. (As a reward we would like to hear a tape recording of it when you have it finished!).

Dimensions of the instrument (when the three main parts are connected) are: 10'4" wide, 2'8" deep and 4'9" high. As noted earlier, the sections come apart for easy moving.

The unit uses regular 88-note rolls of the type available in hundreds of different titles today. As a special bonus to the buyer we'll treat you to your choice of 100 brand new single-tune rolls from your choice of the Q.R.S. or MelOdee roll catalogues. As a further bonus we'll also give you a dozen original *Filmusic Picturolls* which were actually used during the 1920's for motion picture sound effects.

When you buy this photoplayer you'll get a lot of instrument for your money. And, of course, the fun that you and your family and friends will get when it is done will be priceless.

This gem of an instrument is in superb unrestored condition – and is worth every dollar of our price.

Just $3995.00. (Stock No. WUR–2379)

A number of our friends and customers are busy at work rebuilding photoplayers or are now enjoying them – including: Mr. William S. Allen of Santa Ana, Calif.; Mr. Milt Larsen of Hollywood's famed Magic Castle club and restaurant; Mr. Richard Howe, an executive with Humble Oil in Houston; Harvey and Marion Roehl, owners of the Vestal Press in upstate New York; Mr. Murray Clark, co-owner of Clark's Trading Post in North Woodstock, N.H. and others.

How photoplayers were originally used: This type of instrument was introduced shortly before the first world war. Located in the orchestra pit the photoplayer provided an effective means of following and orchestrating the action on the silver screen.

Most types of photoplayers were provided with two roll mechanisms. In this way ragtime music could be put on one roll and romantic music, for example, on the other. As scenes changed the music could be shifted from one roll to the other. Rolls could be quickly changed – and usually a stack of rolls was kept on top of the instrument within easy reach!

If a locomotive was approaching Pauline then the photoplayer operator would push the appropriate pedals and the train whistle would scream, gongs would clang and the audience would sit on the edge of the seats! With some practice a photoplayer operator could sound like about a dozen musicians! Even the novice or non-musician could be trained to use it effectively as the melody was carried by the piano rolls – all the operator had to do was push buttons and pedals!

Another use for photoplayers was in cabarets where they did yeoman service as a replacement for an orchestra. Many Wurlitzer photoplayers such as the one we offer here delighted patrons of speakeasies in the Roaring Twenties.

In his recently published 1968 issue of "The Vestal Press House Organ" Harvey Roehl comments and quotes enthusiastically about a photoplayer recording (of an American Fotoplayer in Portland, Oregon): "A truly amazing recording... You'll hear thirty, yes thirty, instruments and sound effects all played by one man. Incredible! ...Believe us, it's absolutely wild!..."

As a matter of historical interest, we mention that there were three major makers of theatre photoplayers: The American Photoplayer Co. (which called its instrument the "Fotoplayer"), the Rudolph Wurlitzer Co. (which called its instrument the "One Man Orchestra") and the J.P. Seeburg Piano Co. (which called its instrument the "Pipe Organ Orchestra").

Other makers of photoplayers include Cremona, North Tonawanda Musical Instrument Works, Berry–Wood and Peerless. If you consider the Reproduco to be a photoplayer, then the Reproduco made by Chicago's Operators Piano Co. was one of the major factors in the market. The Reproduco did not have drums and sound effects, however.

In Europe Hupfeld produced the "Kino–Pan," Philipps produced a photoplayer which used Paganini orchestrion rolls and Welte produced a photoplayer which used Welte orchestrion rolls. Some of these latter instruments were sold in America – and we have heard that a portion of one still survives in a midwest collection.

An Unprecedented Selection!

This present catalogue, our Catalogue No. 9, is the largest sales offering ever made in the hobby field of antique automatic instruments. Thank you for your continued business which has made our growth possible. We'll strive to merit your continued confidence.

———Terry Hathaway
———David Bowers

The American Photo Player Co.

THE AMERICAN PHOTOPLAYER CO. – A HISTORY

The offering for sale of an American Photoplayer Co. Style 45 "Fotoplayer" – the largest of the regular Fotoplayer styles to ever be offered for sale on the collectors' market, to our knowledge, provides an occasion to present a history of the firm that made this fascinating instrument.

Our story has been adapted nearly in its entirety from an article by Mr. Tom B'hend which appeared in the May, 1965 issue of "The Console." It is with the permission of Mr. B'hend that we use his writing.

Photoplayer! The very word creates a flashback to the early part of the century to the time Bill Hart was bringing order to the screen's wild and wooly west, and Pearl White was left hanging onto a small bush on the edge of a precipitous cliff so that movie patrons would be sure to return "next week" to see her become entangled in some other hair-raising escapade!

The mechanical music makers, or "photoplayers," – there were several different makes on the market. . .such as *Cremona, Seeburg, Wurlitzer*, et al. . . .arrived at the time motion pictures were in their infancy. The photoplayers served well the uses to which they were put. During their most popular period, the 1914–1926 years, almost every city in the nation had a theatre – or several theatres.

Very small theatres, houses with fewer than 200 seats, were apt to have had just a simple upright piano or player piano in the orchestra pit. Very large theatres with many hundreds of seats, or thousands, were candidates for large built-in Wurlitzer, Robert–Morton or other types of theatre organs. It was the middle range – the theatre with 200 to 700 or so seats – that provided the home for the photoplayer.

In the *Rialto, Bijou, Capitol, Dreamland, Lyric* and other theatres in countless thousands of towns all across America the photoplayer brought tears to the audience one moment and laughter the next.

Although there were variations, the basic photoplayer consisted of three main parts: a center console unit containing a keyboard, a piano, one or two roll-playing units and appropriate pedals, buttons, etc. for operating the novelty effects. To



THE theatre-going public of this city for the past few months has had the opportunity to compare the quality of music rendered on the Fotoplayer with that of the regular theatrical orchestras. The result might be expressed in the slang phrase "there is nothing to it." Since the installation we have the best music in town.

The Maynard Theatre, Waltham, Mass.

I HAVE found it possible to adapt both its tone and expression to every conceivable emotional situation depicted on the screen. Its response to the operator's touch is nothing short of marvelous; whilst its simplicity enables any one with any ear of sound to acquire the necessary technique for Fotoplayer manipulation.

Fountain Theatre, Los Angeles

WE are incapable of expressing to you our appreciation of the wonderful and beautiful tones produced by the FOTOPLAYER. we can simply say they are magnificent.

Theatre Louistana, Baton Rouge

THE Fotoplayer which you installed in the Park Theatre is a great success. The writer made a most exhaustive investigation before we installed the Fotoplayer which ranks far ahead of others.

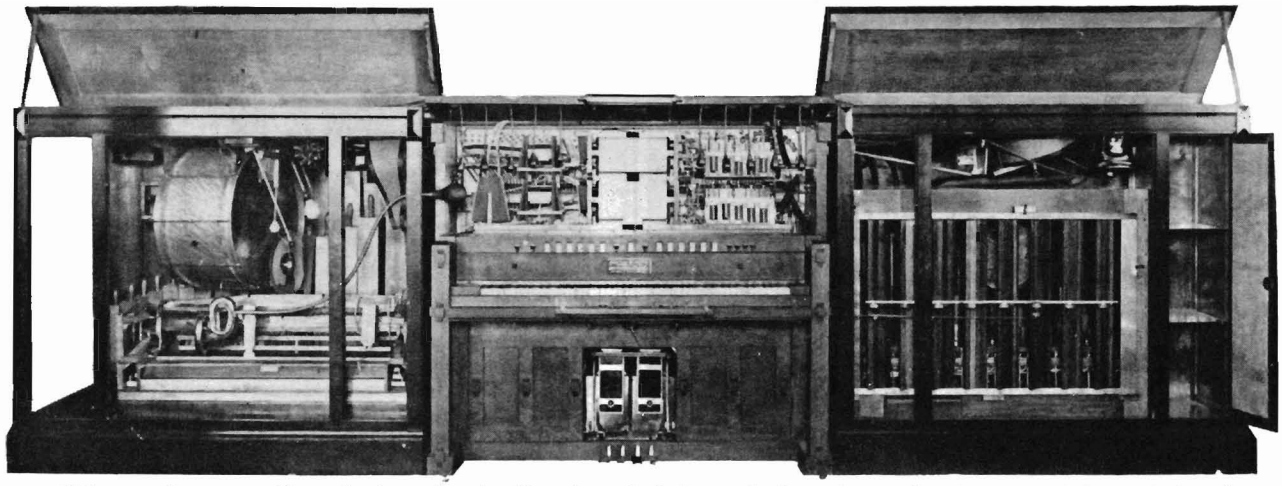
The Park Theatre, Phila., Pa.

OUR business has shown a steady increase since the installation of the Fotoplayer and we hear nothing but complimentary remarks about the instrument. Many of our regular patrons tell us they come especially to hear the music and these people usually occupy the front seats which we were never able to fill when we had an orchestra.

The most gratifying of the whole proposition, however, is the great saving in the cost of music.

Starland Theatre, St. Paul

Fotoplay Your Pictures



This magnificent assemblage of noise makers is a Fotoplayer, built for use in the orchestra pits of silent movie houses before the days of "talkies." The operator worked the player piano in the center and pulled cords to create sound effects such as train whistles, fog horns, wind, pistol cracks, crockery smashes, antelope bleats or what-have-you, to be added to the sonorous outpourings of various ranks of organ pipes located in the two side chests. The picture directly above shows one of these fantastic music makers of a by-gone day in its theatre location. *–Harvey Roehl from "Keys to a Musical Past."*

the left of the console was a large side chest, and to the right another equally large chest. These compartments were stuffed with all sorts of things – including ranks of pipes, organ reeds, drums, cymbals, gongs, bells, whistles and other gadgets.

To operate the photoplayer the person seated at the console would put two (usually) rolls on the player unit. As the action progressed on the flickering screen he would switch from one roll to another to keep with the dramatic mood – and, as called for, he would actuate the horses hooves, auto horn, bird whistle or whatever.

At intermission time rolls of standard or old-time favorite tunes would be put on the instrument to play automatically, and the operator would leave it for a few minutes of well-deserved rest.

Considering the thousands of photoplayers which once entertained movie-going America, it is rather surprising that so few are to be found today – although many stories have been told about how these instruments were veritable workhorses, playing no less than four hours a day and in most cases about 12 to 14.

As an indication of the hard use these instruments originally received, we quote a letter received from an American Photoplayer Co. customer who wrote in 1917:

After investigating all makes of instruments we have decided to place with you an order for a Fotoplayer to be installed in our Lyric Theatre which is in the Loop District of Chicago.

We purchased this instrument from you for two reasons: first – we consider it to be the best instrument of its kind manufactured; and, second – we are satisfied that it is the most durable make. The Lyric Theatre, in which this instrument is installed, is one of the few theatres in the United States which remain open 24 hours a day throughout the year, and this instrument will be operated by two operators and will have very hard usage.

We want the music for the Lyric Theatre to be as up-to-date as possible and the Fotoplayer, in our estimation, is the ideal instrument for picture work.

It is not surprising that with such hard usage, many of these instruments were simply junked when their usefulness had ended.

Apart from their main use in theatres, a few were sold to cabarets and funeral homes. Today, one might fortunately locate a forgotten instrument tucked away in a barn, in a basement somewhere, or boarded up under the new Cinemascope screen of a theatre – but, for the most part, photoplayers have passed on to oblivion . . . and are remembered only as part of the nostalgic recollection of Saturday at the movies in the "good old days."

In later years the subject of our story, the American Photoplayer Co., became part of the Robert Morton Pipe Organ Co. We are concerned here with the American Photoplayer Co. and its popular product, the "Fotoplayer."

The invention of the "Fotoplayer," this firm's trademark for its theatre photoplayer, coincided with the growth years of the motion picture. In fact, it was the apparent need for a greater volume of sound (than could be provided by a single piano) and special sound effects that probably prompted the development of photoplayers in general.

Rinky-tink player pianos, even concert grands in some instances, provided the background for honey-haired heroines, vile villains and handsome heros when movies were first shown in old converted store buildings. A good pianist could really enhance the film action. A poor pianist merely added to the noise provided by the ceiling fans in the summer or the steam radiators in the winter.

While these sounds were better than no music at all, the piano left much to be desired, especially if one happend to be seated in the rear rows. In many instances the early nickelodeon theatres ("nickel" for the 5¢ admission charge; "odeon" for the Greek word for "theatre.") were former stores which had been hastily converted to the showing of motion pictures. At best, the smaller theatres enabled the piano sound to reach to the back rows; but in larger theatres of this type, called "shooting galleries" by the trade, the sounds emanating from

The "Fotoplayer"
TRADE MARK REGISTERED

The Voice of the Screen

an upright piano became enfeebled and died before reaching the ears of patrons seated at the back of the house.

Another drawback was the lack of expression or effective tonal shading. Always an important adjunct of motion picture presentation, it gradually was realized that the background music could exert tremendous influence over an audience. In the earliest days pianists had to play with the strength of Hercules or Sampson to get the horses through the pass or to sound a grand crash finale.

Something was definitely needed. Almost anything that could produce a louder and better sound would have been welcome. A full-fledged human symphony orchestra would, of course, have been ideal – but this would have posed an insurmountable financial problem. At 5¢ or even 15¢ per ticket admissions could not have even approached the covering of expenses.

During this time, out on the Pacific coast – in the town of Berkeley, California, two brothers were toying with the musical answer to the small theatre's problem. They were busy inventing something that would create a marked change in the exhibition of motion pictures.

And these two Californians weren't the only ones with the same idea – several other companies were building similar contrivances full of whistles, reeds, klaxon horns, cymbals, triangles, traps, percussions, etc. all compactly housed in chests designed to fit in the orchestra pit right under the movie screen.

The precise moment when the first photoplayer came into existence is now lost to history, but once the first one sounded off in a movie house, the race was on to flood all movie houses with the roll-operated devices.

Seeburg, Wurlitzer, Bartola, Cremona and other brands entered the selling spree. Among these and other makes the Fotoplayer became one of the best sellers.

The Fotoplayer, the musical answer to the movieman's dilemma, was the brainchild of the Van Valkenberg brothers of Berkeley. It was pushed into prominence by a dynamic piano salesman, Harold J. Werner, who saw in the Fotoplayer a tremendous potential for nationwide theatre music.

Werner, a successful salesman in the Nevada area for the Eilers Music Co. of San Francisco, returned to Oakland, California, and was told of the Van Valkenberg invention by Mr. Fred Ricksecker who, from time to time, had sold instruments for Eilers, but at that time was engaged in promoting some theatre advertising stunts. Ricksecker had met the Van Valkenbergs and their associate, Guy Jacobus, who were trying to make and sell Fotoplayers.

Ricksecker and Werner formed a sales organization to handle distribution of the instruments. There was an understanding that if the manufacturing arm of the business could not keep up with the sales demand, then the sales organization would take over control of the factory also. This event was not long in coming. Rapid acceptance of the Fotoplayer resulted in a flood of orders, and the agreement taking over the factory was put into effect.

Ricksecker sold his interest in the firm back to Werner and became a southern representative for the firm.

The new combined manufacturing/selling firm was advantageous to both groups. The unified organization became the American Photoplayer Company. Werner then provided additional financing and the resources and manufacturing capacity were dramatically increased.

So great was the demand for Fotoplayers that it was easy to find distributors in large cities throughout the nation. The music house of Lyon & Healy in Chicago not only stocked various models but conducted an educational department as well to instruct students in the art of playing the machines.



A scene at the Lyon & Healy "Fotoplayer" school. *Photographs this issue courtesy of Messrs. Richard Schlaich, Tom B'hend, Clay Holbrook, Ben Hall, the Vestal Press.*

In Philadelphia, Wanamaker's Department Store held the franchise.

A marvel of easy operation, the Fotoplayers could be handled by any person whether he was musically skilled or not. All he had to do was put the appropriate music rolls on the player unit and pull the cords for the various sound effects.

Veteran West Coast organman Henry Pope recalls that a well versed operator could play the rolls and work the traps in a manner that would make the Fotoplayer sound as if it were hiding an orchestra!

It is believed that 1925 was the last year in which the Fotoplayers were made, but sales were continued (using instruments in inventory) through at least 1927, and advertisements appeared in trade papers as late as 1928. By the latter year the silent movie was nearly obsolete – and "talkies" were the latest thing.

The Fotoplayers were versatile inasmuch as they could utilize any of the thousands of different titles available on the standard 88-note tracker bars of the instruments.

The Filmusic Co. of Hollywood, California, produced *Picturolls* – special sound effects and background "mood" music for Fotoplayers and their contemporaries. More often than not, however, the Fotoplayer operator would go to his local music store and buy regular 88-note Q.R.S., U.S., MelOdee, Capitol, etc. rolls of the latest hit tunes.



An early theatre scene – with a Fotoplayer in the orchestra pit.



At the Photoplayer Co. factory the roll mechanisms were tubed. No tubes go where the girl in the foreground is putting one – so this photograph was "posed."

Any Exhibitor Who Overlooks the Growing Necessity of Properly Presenting His Picture with Music is Denying Himself One of the Most Effective Aids to Perfect Exhibition.
CARL LAEMMLE
Pres. Universal Film M'f'g Co.

The Constructive Policy of Musical Interpretation for the Film Should Go Hand in Hand with the Future Prosperity of the Motion Picture Industry.
J. STUART BLACKTON
V. P. Greator Vitagraph Co.

The Longer I Consider the Subject the Clearer it Becomes to Me that Music is the Power Behind the Screen.
W. STEPHEN BUSH
Editor
Moving Picture World

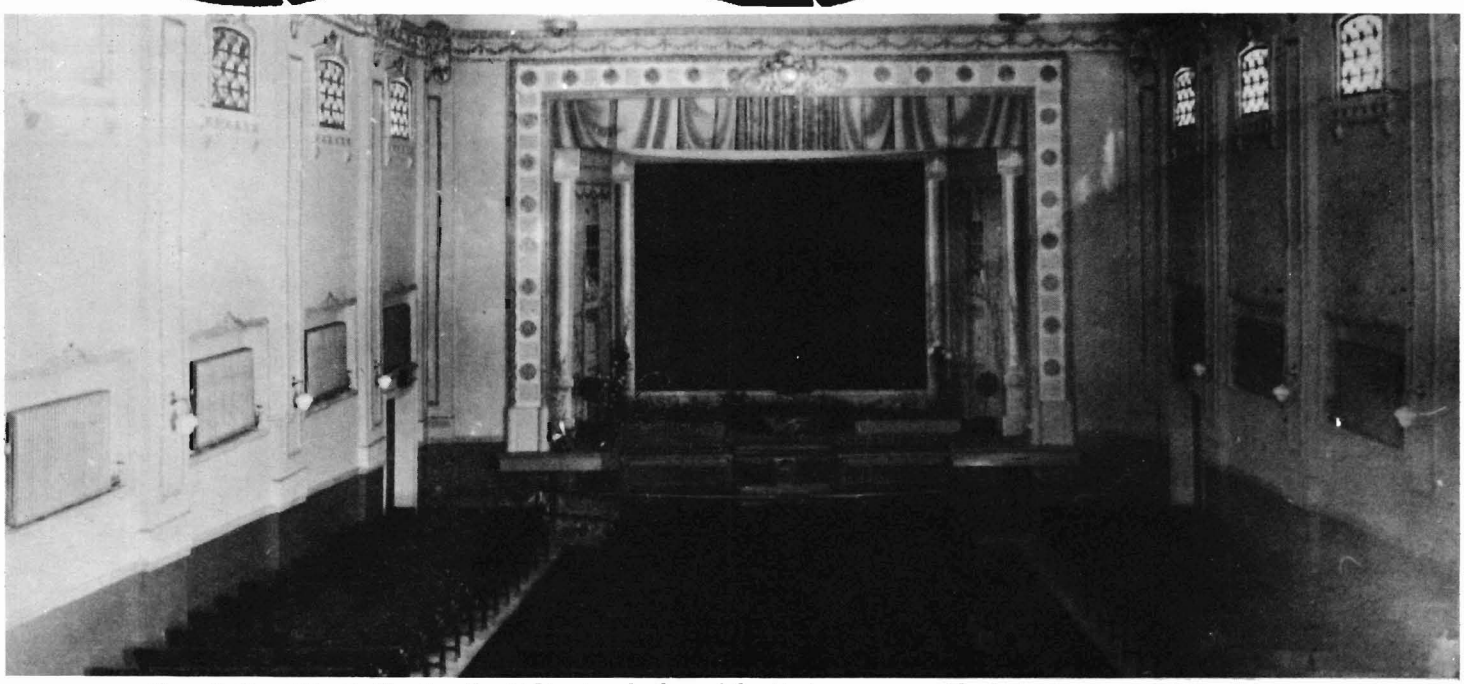
PICTUROLL *Catalogue*

No.	Title	Composer	Price
1	**Atmosphere Music**	E. E. McCargar	.85
	This is a quiet love theme, with a touch of pathos. Classified as— Love Theme—Quiet. Pathetic—Light. Sentimental—Light. Sentimental—Plaintive.		
2	**Rube Music**	Jack Russell	.85
	Pure Country-Jay music. Classified as— Characteristic—Barn Dance. Comedy—Rube.		
3	**Hurry! Hurry! No. 2**	Adapted from Moszkowski	.90
	This is an unusual combination—a hurry full of pep, that is still beautiful music. Classified as— Hurry—Merry Intermezzo—Joyful.		
4	**To You**	E. B. Sawtelle	.85
	A beautiful, appealing love melody. Classified as— Love Theme—Quiet. Pathetic—Sweet. Sentimental—Light.		
5	**Mobs, Riots, Fights, etc.**	Adapted from Moszkowski	.85
	The title tells the story. Classified as— Agitato—Battle.		
6	**Kiddie Tunes**	Arranged by Eddie Horton	.75
	Songs all children know. Classified as— Characteristic—Kiddie.		
7	**Fights No. 5**	Adapted from Liszt	.80
	It puts the punch in scenes of excitement and conflict. Classified as— Agitato—Battle. Agitato—Fight. Agitato—Storm. Hurry—Dramatic.		
8	**Song of the North**	Frederick Owens Hanks	.85
	Theme of "THE BARRIER," by Rex Beach. Classified as— Love Theme—Quiet. Pathetic—Light (Played Slow). Sentimental—Light.		

* Organ arrangement—not suitable for player piano.

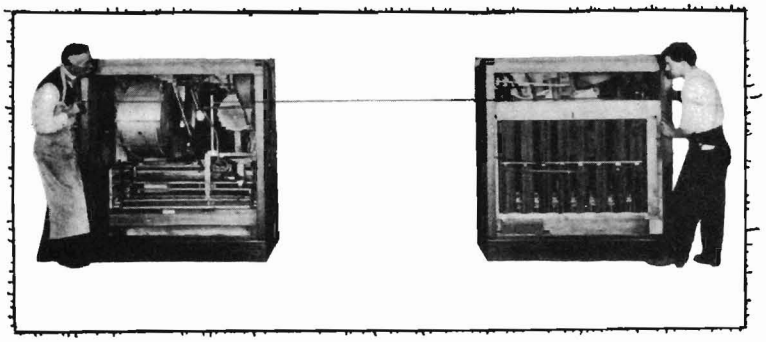
ADD 5% WAR TAX

The "Fotoplayer"
TRADE MARK REGISTERED



The activities of Charlie Chaplin, Harold Lloyd and others of the silent screen seemed best when accompanied by music.

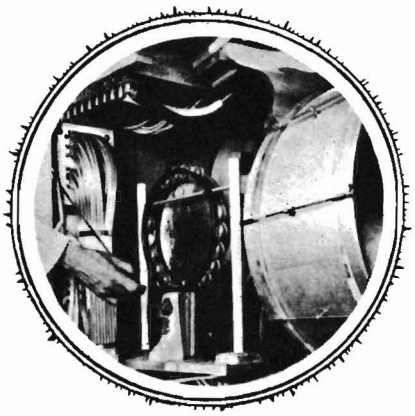
VARIOUS STAGES OF FOTOPLAYER SETUP



FIRST: Place bass and treble case the proper distance apart, which can be ascertained by measuring between the lugs that hold the master chest to side cases. See that they are perfectly square, using a string, as shown, to line up.



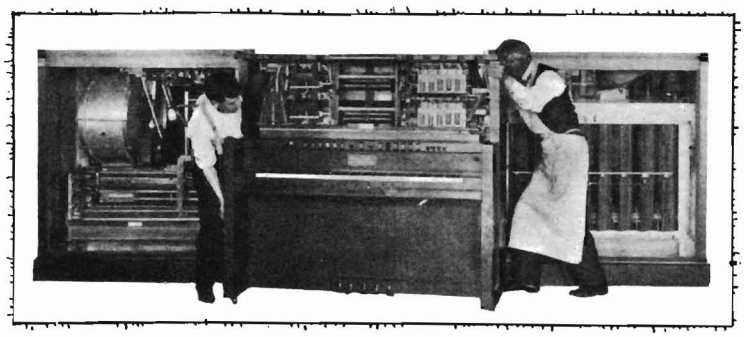
SECOND: Place MASTER CHEST as shown, being careful not to disturb the leather packing on the universal joints. Never rely on the universal joints to take up the unevenness of the cases. They should be absolutely square.



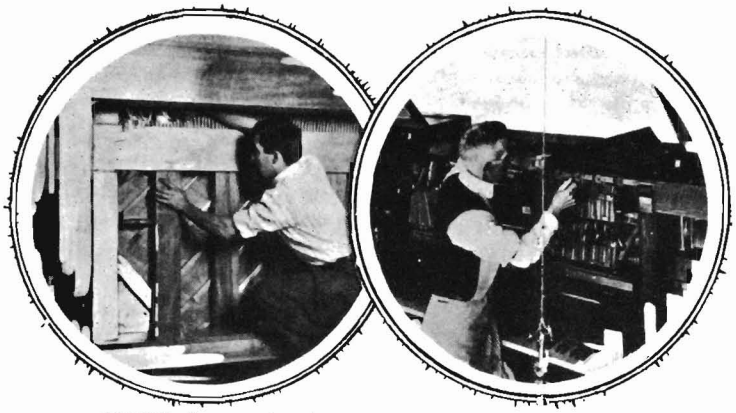
THIRD: Screw universal joint to MASTER CHEST



FOURTH: Tighten screws on universal joints on end of wind trunk. Do not force these screws. They must enter squarely and easily. You will also note that the vacuum supply has been connected. Supply pipes may now be connected and the entire instrument tested out from master chest.

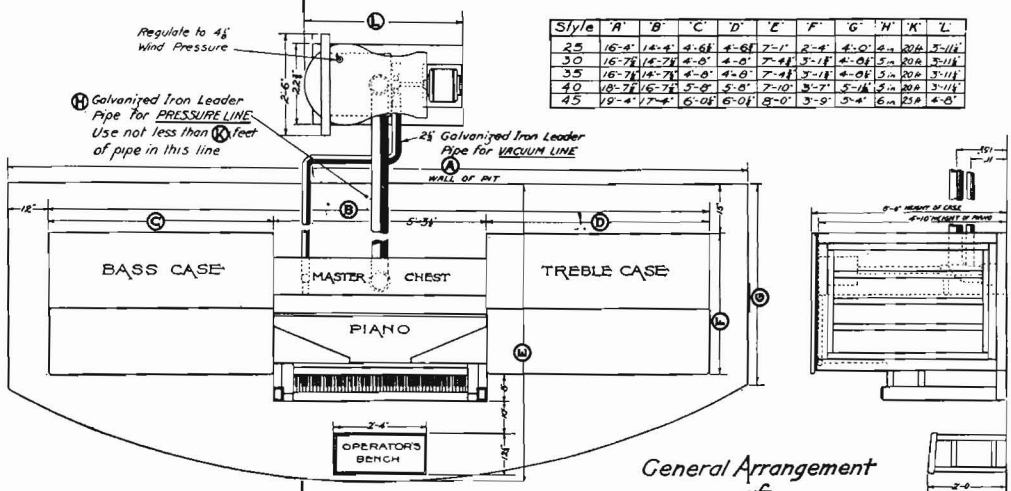


FIFTH: Move piano into place.



SIXTH: Connect piano to MASTER CHEST

SEVENTH: Place trap pulls.



Style	'A'	'B'	'C'	'D'	'E'	'F'	'G'	'H'	'K'	'L'
25	16'-4"	14'-4"	4'-6½"	4'-6½"	7'-1"	2'-4"	4'-0"	6 in	20ft	3'-11½"
30	16'-7½"	14'-7½"	4'-6"	4'-6"	7'-4½"	3'-1½"	4'-0½"	5 in	20ft	3'-11½"
35	16'-7½"	14'-7½"	4'-6"	4'-6"	7'-4½"	3'-1½"	4'-0½"	5 in	20ft	3'-11½"
40	18'-7½"	16'-7½"	5'-0"	5'-0"	7'-10"	3'-7"	3'-1½"	5 in	20ft	3'-11½"
45	19'-4"	17'-4"	6'-0½"	6'-0½"	8'-0"	3'-9"	3'-4"	6 in	25ft	4'-0"

General Arrangement of

STYLES "25" to "45" incl.

FOTOPLAYER

The American Photo Player Company.

These "how to do it" scenes are from a booklet entitled "Information, Care and Operation of the Fotoplayer."

At the inception of the American Photoplayer Co. Werner was elected president, Guy Jacobus was named secretary and treasurer and Mervyn Samuels became vice president. The Van Valkenberg brothers, inventors of the Fotoplayer, did not enter into the management of the firm.

Shortly after the company opened for business the management was expanded to include Louis Abrams and R.P. Matthews as officers. Matthews was placed in charge of sales in the New York area. He prepared most of the Fotoplayer advertising which appeared in various trade papers and magazines. He later served in a similar capacity with the Robert–Morton Company.

At one time during the 'teens president Werner negotiated a contract with a local piano manufacturing company in Cincinnati. This agreement provided that American Photoplayer would distribute these other pianos in its various sales offices throughout the country. In conjunction with this arrangement, the American Photoplayer Co. opened an office in Cincinnati. The relationship, however, was short-lived and the office was closed soon thereafter.

While music rolled forth from a seemingly endless supply of Fotoplayers, all was not well with the business end. Late in 1922 serious financial difficulties were encountered. An article in the September 8, 1923 issue of *Music Trades* noted, "The Photo Player Company was formed following a conference of stockholders and creditors for the purpose of devising the best plan for conserving the assets of the American Photoplayer Company."

The new concern was incorporated with a capital stock of $600,000.00. The board of directors consisted of Fred E. Ouer, assistant cashier of the Anglo & London–Paris National Bank; C.B. Lastreto, president of the foreign trade firm of Lastreto & Co; Frederic R. Sherman, vice president of Sherman, Clay & Co,, musical instrument retailers; L.P. Grunbaum, formerly connected with the American Photoplayer Co.; George F. Detrick, president of the Sacramento Northern Railroad Co.; Louis H. Brownstone, a leading San Francisco attorney; and Benjamin Platt, a Los Angeles music dealer.

All advertising was carried under the Photo Player Co. name until the year 1925 when the name of the Robert–Morton Organ Co., which at that time was operating the firm, was used. In that year the Berkeley factory was closed down, and all operations were consolidated under the roof of the Robert–Morton Organ Co. in Van Nuys, California.

A circa 1920 price list indicates that the retail prices of the standard Fotoplayer styles were: Style 15, $2,875.00; Style 20, $3,650.00; Style 25, $4,675.00; Style 35, $6,000.00; Style 40, $6,600.00; Style 45, $8,700.00 and Style 50, $10,750.00.

Judging from the financial difficulties the firm encountered, these prices were not high enough to produce a profit. Considering the sheer amount of instrumentation of the Fotoplayers, they probably could not be made for three or four times those prices today.

A catalogue of the Fotoplayer styles noted:

"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 pipes for orchestral effects.

The FOTOPLAYER substitutes an orchestra in the power and range of the 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.

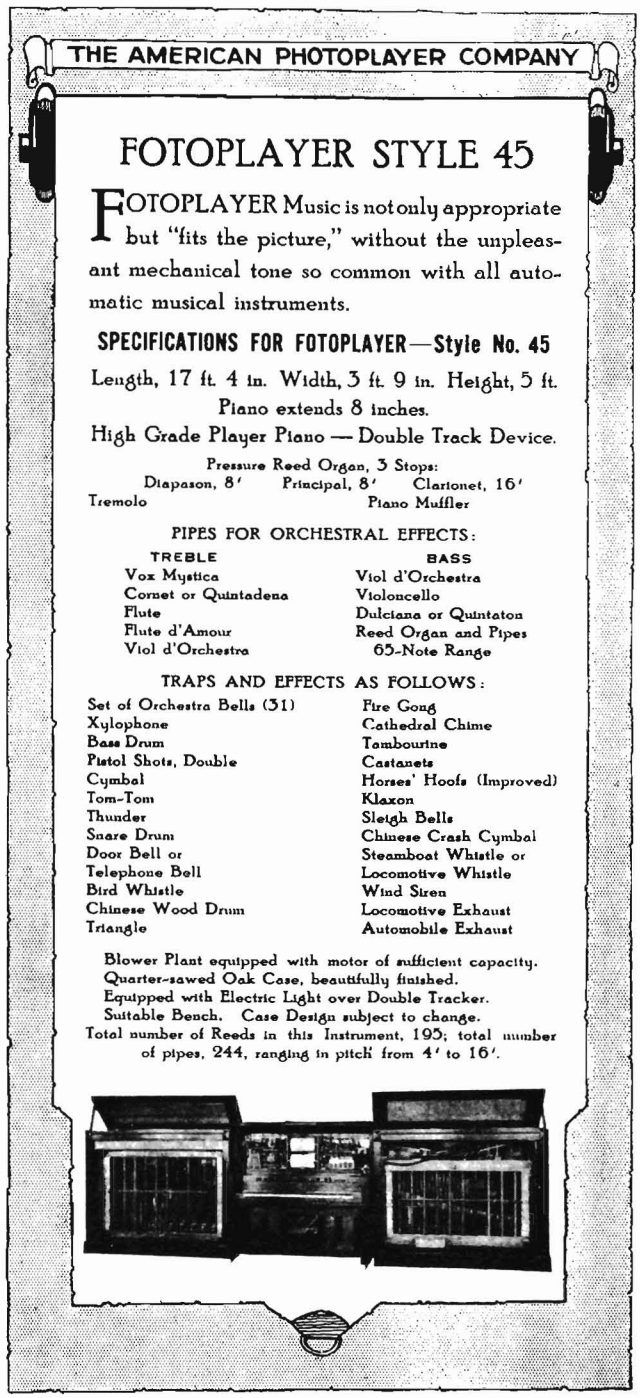
The FOTOPLAYER may be played manually or by rolls, and the double tracker control provides an instant change to fit the mood of the silent drama.

FOTOPLAYER installation is an artistic and economic success."

Style 45 Fotoplayer Offered for Sale

The Style 45 Fotoplayer is one of the most extensively-instrumented automatic players ever made. It consists of three main parts – the piano console and two side chests – plus accessories such as connectors, the blower/vacuum unit, etc.

Here are the original factory specifications of the Style 45:



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 (31)	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, 193; total number of pipes, 244, ranging in pitch from 4′ to 16′.

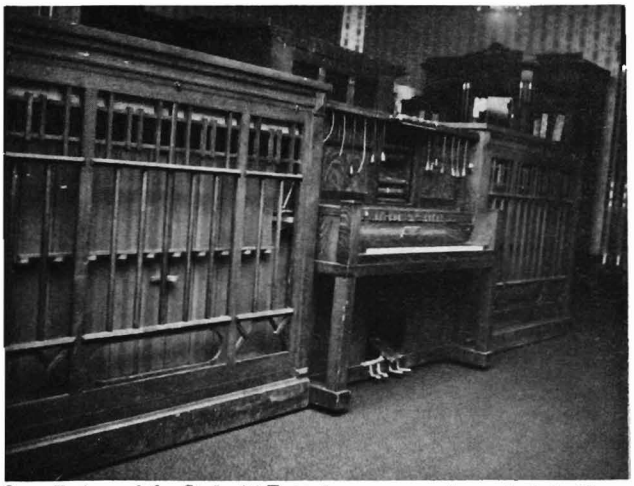
The Voice of the Screen

The instrument we offer now is in choice, really *exceptionally choice*, unrestored condition – although some work has been done on it.

When restored it will be one of America's most outstanding musical attractions.

Inasmuch as most collectors and historians have never seen a Fotoplayer of any kind, much less a *Style 45* , we present detailed illustrations here of some of the fascinating innards of this immense instrument.

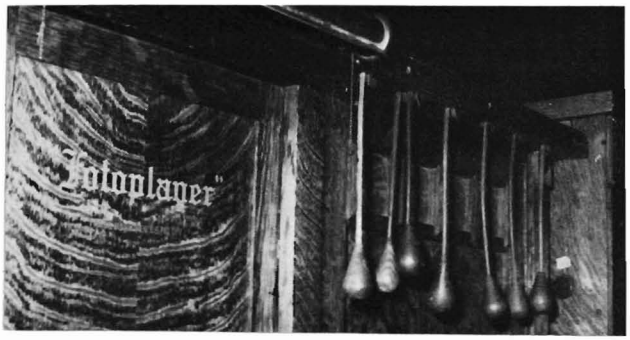
We offer the Fotoplayer complete with several hundred Filmusic Picturolls originally used to play pictures in the 1920's. A virtually unlimited selection of other rolls is available. Price, color photos and any other desired information on request. (Stock No. FOT–2338).



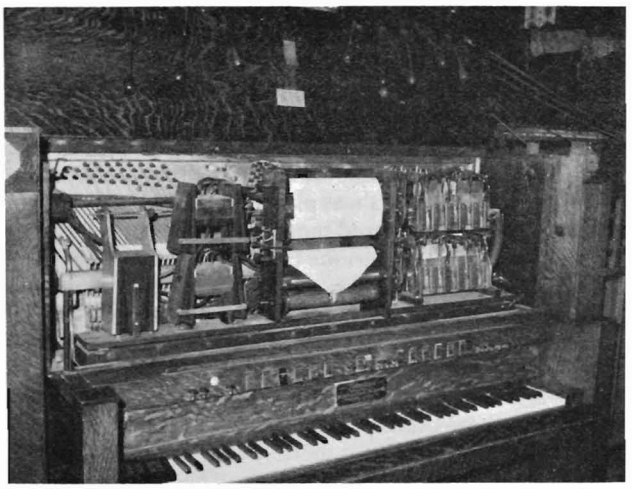
Overall view of the Style 45 Fotoplayer as seen from the left side. Measuring 17' 4" wide it is impressive as well as beautiful!



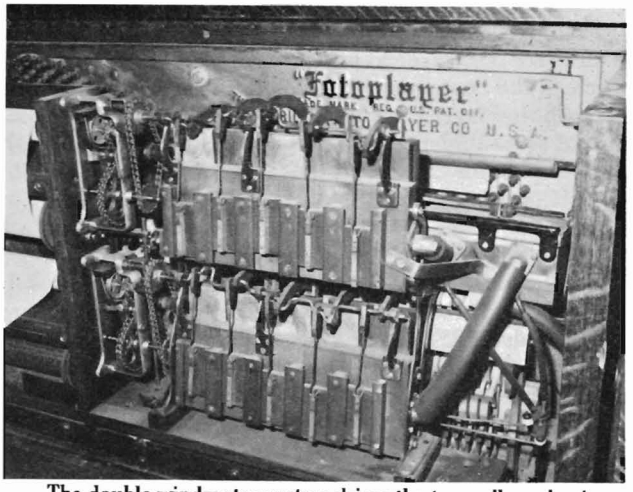
The "Fotoplayer" plaque on the fallboard with some of the many push-buttons and controls above it.



The dangling pull knobs are within easy grasp – and serve to actuate the gongs, chimes, whistles, etc.!

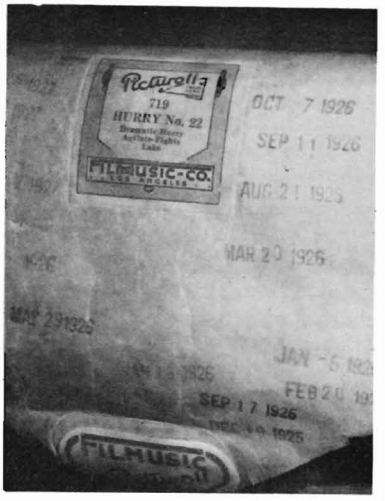


The upper part of the console section with the front panel removed and the top lifted.

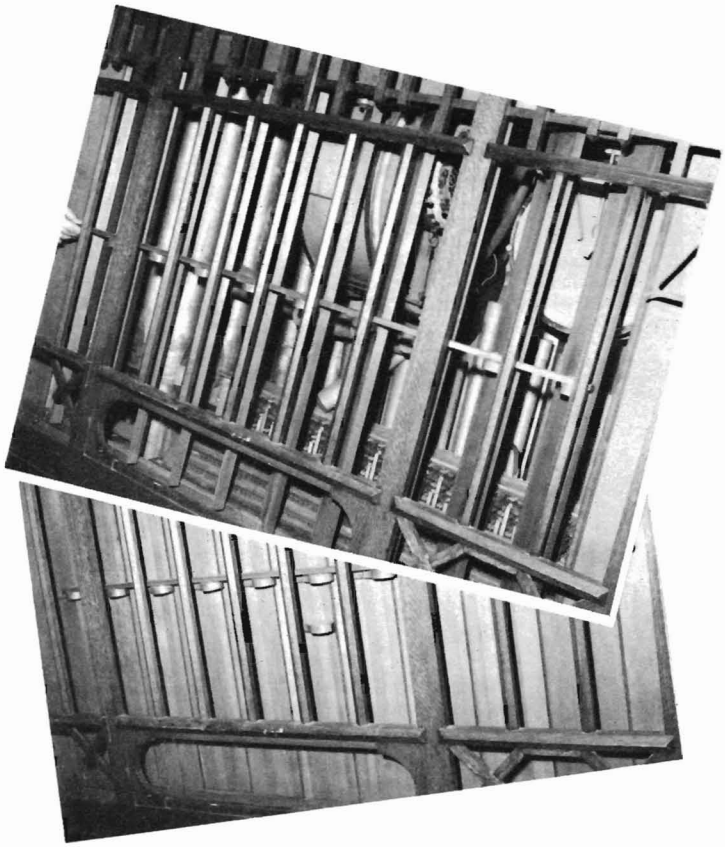


The double windmotor system drives the two roll mechanisms and permits quick changes in tempo.

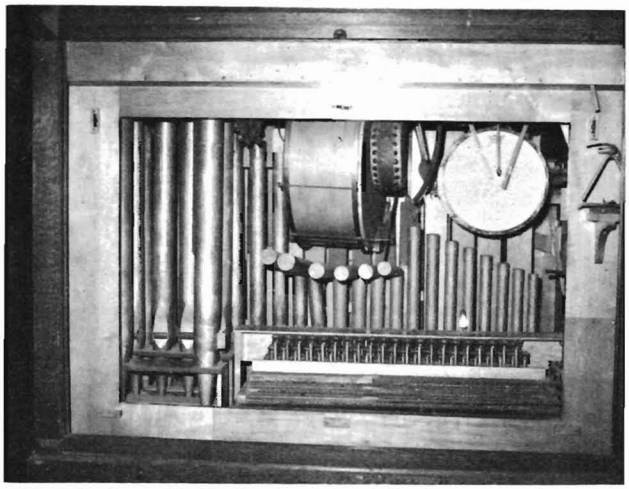




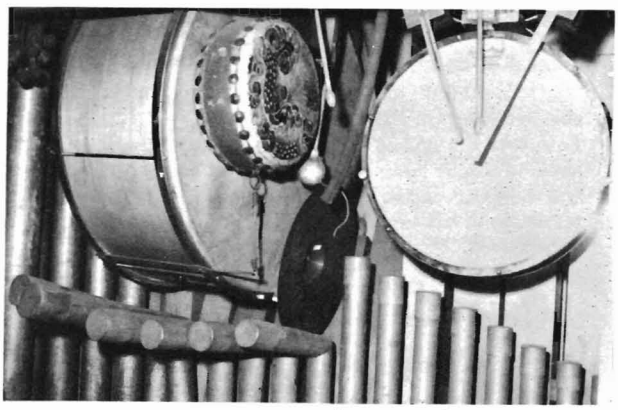
The roll mechanism with rolls in place. At the right is shown a roll leader with actual play dates of the 1920's stamped on it!



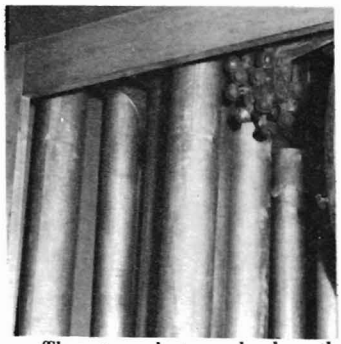
Left side chest – shutters in open (above) and closed positions.

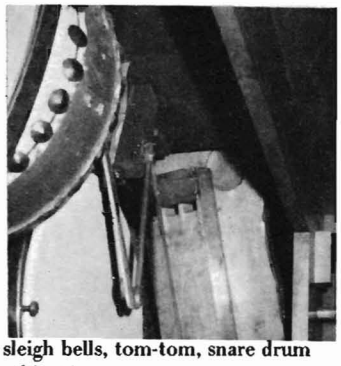


The left chest with the front panel and shutters removed.

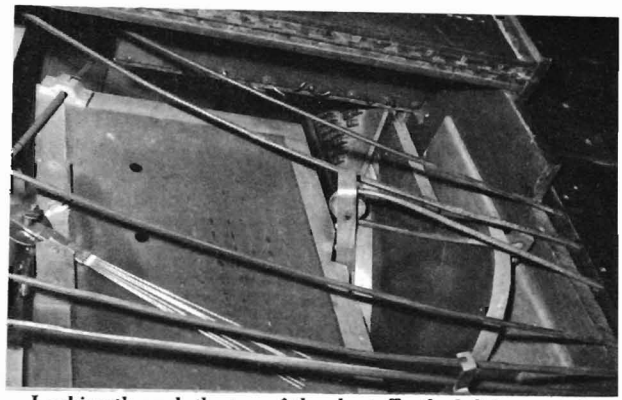


Some of the pipes, drums and traps in the left chest.

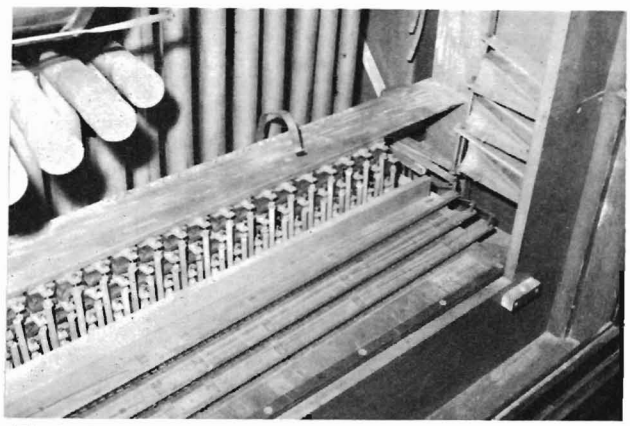




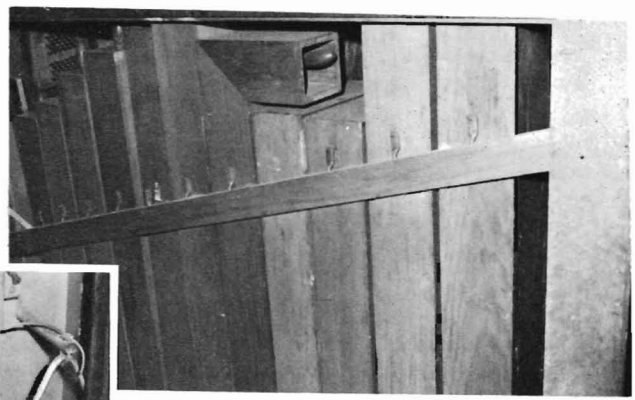
These two photographs show the sleigh bells, tom-tom, snare drum and steamboat whistle – among other things!



Looking through the top of the chest. To the left is a grated metal surface which is rubbed by steel wires – for the "automobile exhaust"



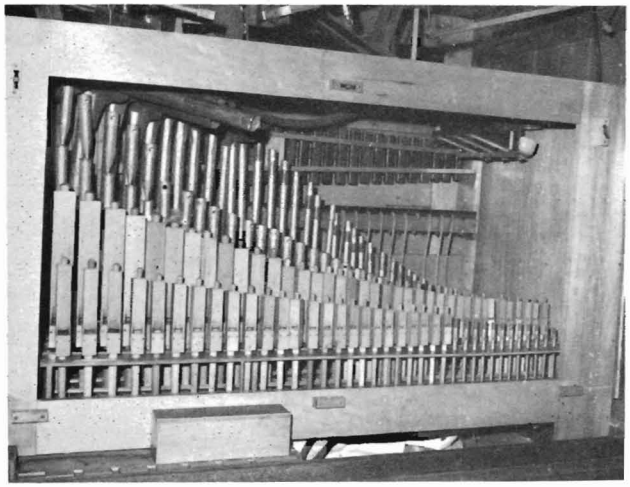
The banks of harmonium reeds (lower part of photo).





Above: Some of the bass pipes are visible through the back of the left-side chest.

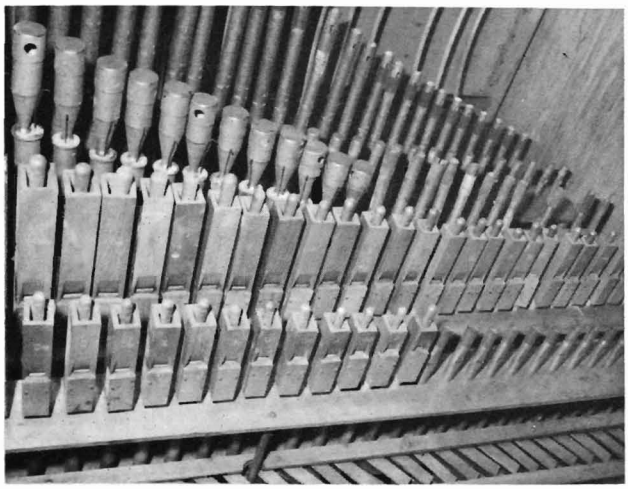
Left: The triangle.



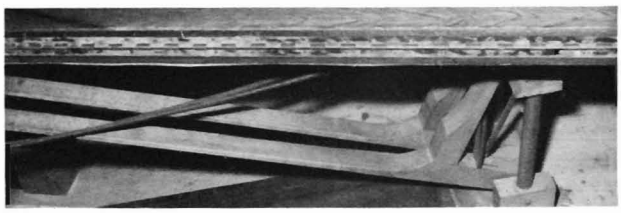
The left side chest with the front panel and the swell shutters removed.



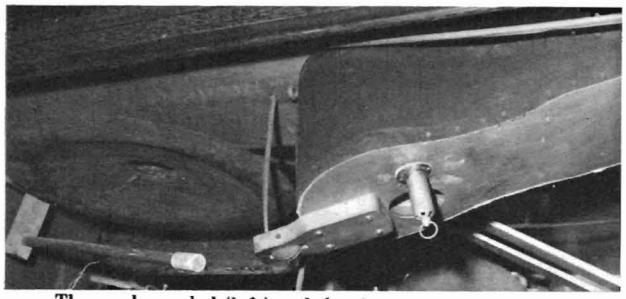
Beautiful bright rows of pipes – with the xylophone in the background.



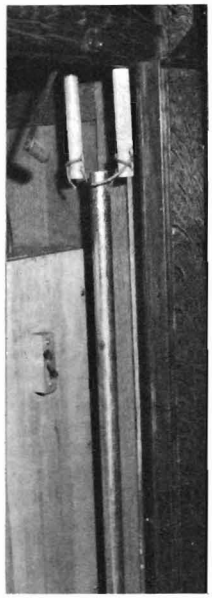
More of the extensive pipework.

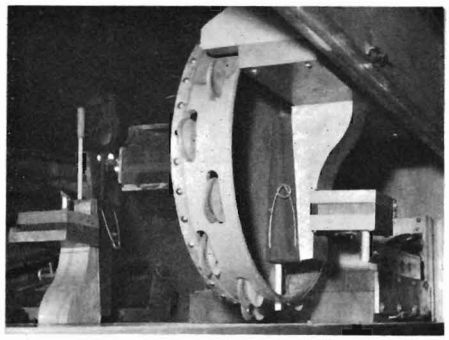


These two strips of wood are poised above a soft leather pad. When slapped quickly against the pad they produce the "pistol shot" sound effect. The Style 45 Fotoplayer contains sound effects for nearly every situation.



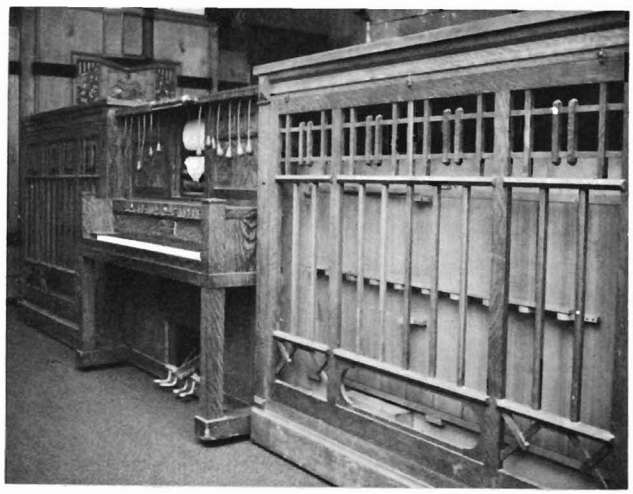
The crash cymbal (left) and the siren.





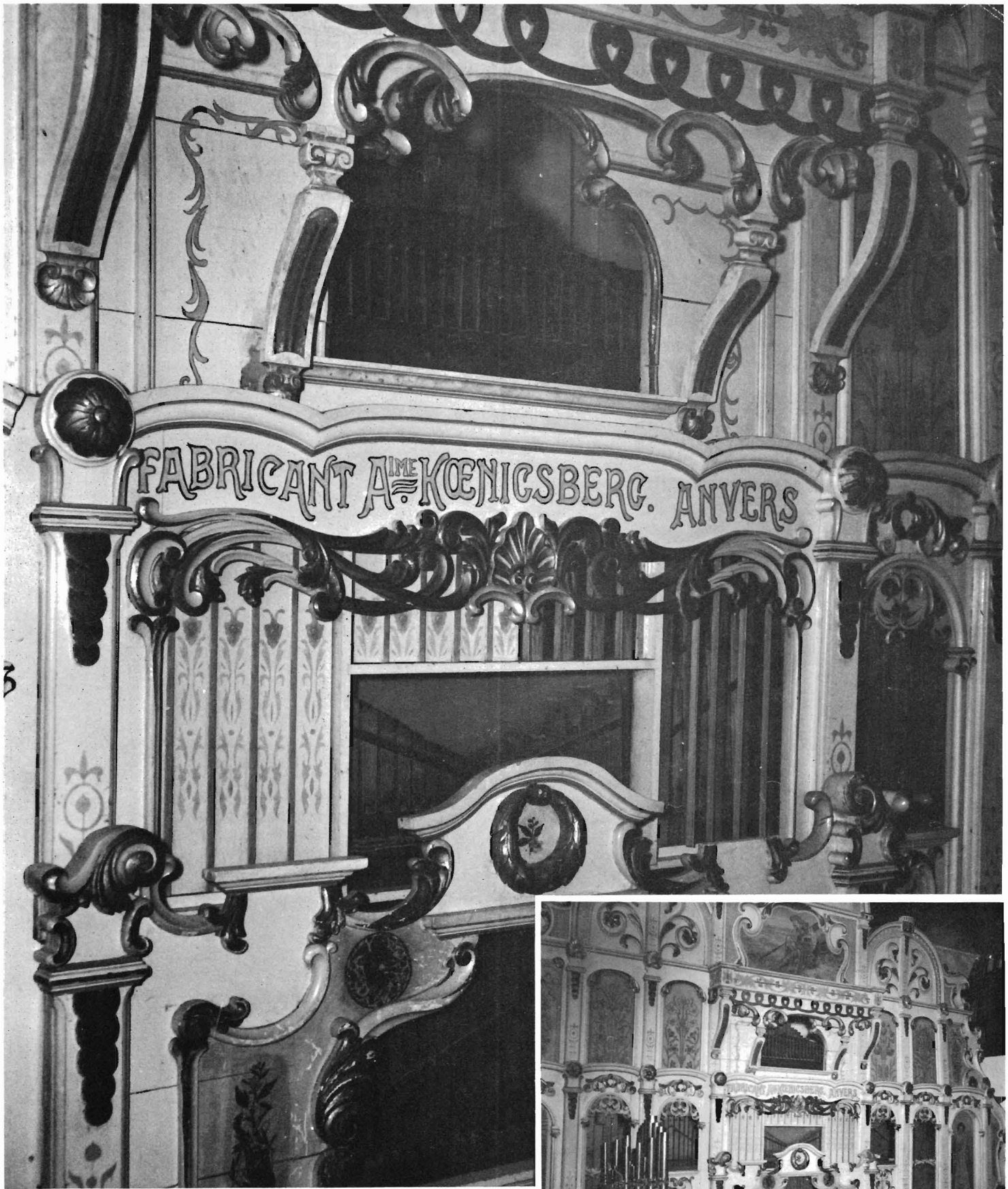
Above: The castanets and the tambourine.
Left: The cathedral chime.

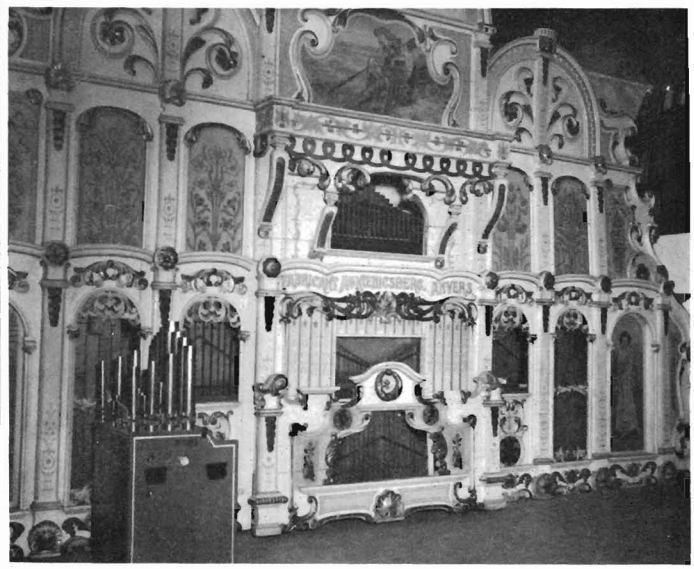
There are several dozen different register controls, trap controls, etc. Some are pneumatically operated (the pipe registers,etc.); others are manually controlled.



OUR FOTOPLAYER "TOUR" has ended. We hope you have enjoyed seeing the insides of this instrument – and reading about Fotoplayers in general. From time to time in the future we shall have "in depth" coverage of some of the larger instruments. This will allow our readers to see, albeit via photographs, the interesting details of automatic instruments which normally might not be encountered.

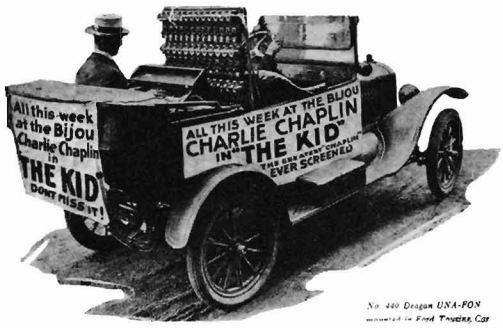
HATHAWAY AND BOWERS, INC.
11975 E. FLORENCE AVE.
SANTA FE SPRINGS, CALIF. 90670





FABULOUS ORNATE CIRCUS ORGAN! With its elaborately carved facade that stretches nearly 30 feet(!) from side to side and towers about 17' high this wonderful instrument rates as one of the most spectacular organs ever made. For a museum or other attraction it will be a centerpiece that will draw crowds from far and near! Priced under $10,000. Details on request. (Stock No. KOE–1799)

The DEAGAN UNA-FON



The Advertising Musical Instrument with Brass Band Volume that has revolutionized

LIVE-WIRE PUBLICITY METHODS





Style 449 Deagan Una–Fon

The Deagan Una–Fon was a popular ballyhoo instrument during the 1920's. Mounted on the back of a truck and played by a small keyboard it was just the thing to parade through town to announce the coming of the circus, a new movie show or a similar attraction.

The unit is completely electrical – and, by way of a not-too-far-fetched analogy, resembles a set of tuned doorbells! The Una–Fon offered here is the largest – the Style 449 – (they made a smaller one, the Style 433 with 33 notes) and has 49 tuned metal bell bars. Each bar is sounded by a small mallet on the end of a clapper actuated by a magnetic coil with a make and break contact – just like a doorbell.

The unit is played by a keyboard which is in its own oak case and which is connected to the main rack of bells by a cable.

The Una–Fon offered here is in "average" unrestored condition. We've seen better, and we've seen far worse. It is complete (except the power unit – use a battery or transformer) with the exception of three of the bell actions (the bars, however, are there) and 11 of the action covers – a metal casting– are broken or missing.

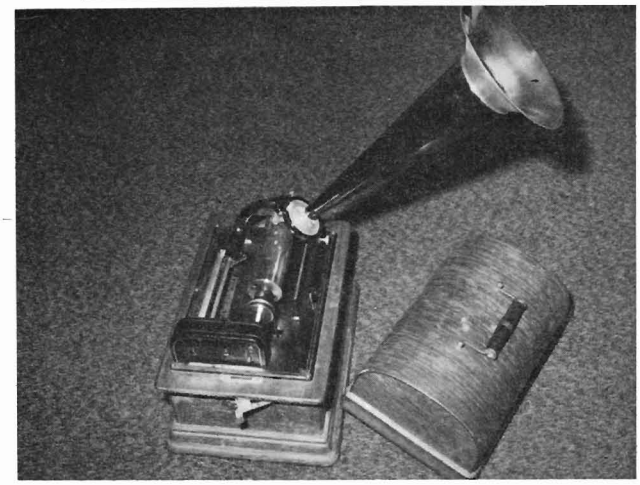
The original resonators are behind each bell; these are often missing.

We have seen these units hooked up to coin pianos or "A" roll frames for automatic playing (this was never done originally – but in recent years by collectors).....in the manner of a calliope.

Our price for this, the largest of the Una–Fon styles, is just $995.00. (Stock No. DEA–2679)

A selection of several early 20th century phonographs - including the rare and highly-desired Multiphone and Kalamazoo multiple cylinder automatic instruments . . .

CYLINDER AND DISC PHONOGRAPHS



Edison Model E Phonograph

Edison Standard Phonograph, model E. Cylinder phonograph which uses regular 4-minute cylinders, a half dozen of which go with it. Extra cylinders are available at low cost.

$99.00. (Stock No. PHO–2011)

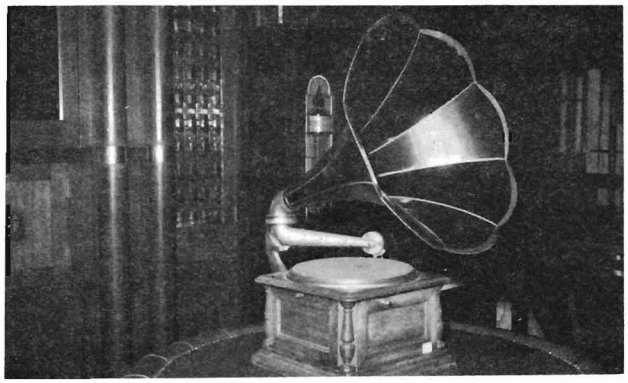


Edison Cylinder Phonograph w/Morning Glory Horn

Edison cylinder phonograph with attractive flaring "morning glory" horn. Uses standard 2-minute cylinders, a half dozen of which are furnished with it. Others are available cheaply.

The original wooden case top (used only when the instru-

ment is in storage) is missing. Otherwise, the instrument is desirable in all respects. $149.00. (Stock No. PHO–2015)



Columbia Disc Graphophone

Columbia Disc Graphophone with flaring black morning glory horn. Choice in all respects save for the oak case which could use refinishing. Uses regular 78rpm records.

$85.00. (Stock No. PHO–2348)

Note: *See our listing in the front of this catalogue of Reginaphone music box/phonograph combinations.*



Columbia Grafonola DeLuxe – in Carved Console

In the same case as the Style 240 Reginaphone . . .

This console style phonograph should appeal to music box collectors as well as phonograph collectors. It is the DeLuxe model Columbia Grafonola (mfg. circa 1910 by the American Graphophone Co. of Bridgeport, Connecticut) housed in the same console as was used by Regina for its famous Style 240 music box/phonograph combination.

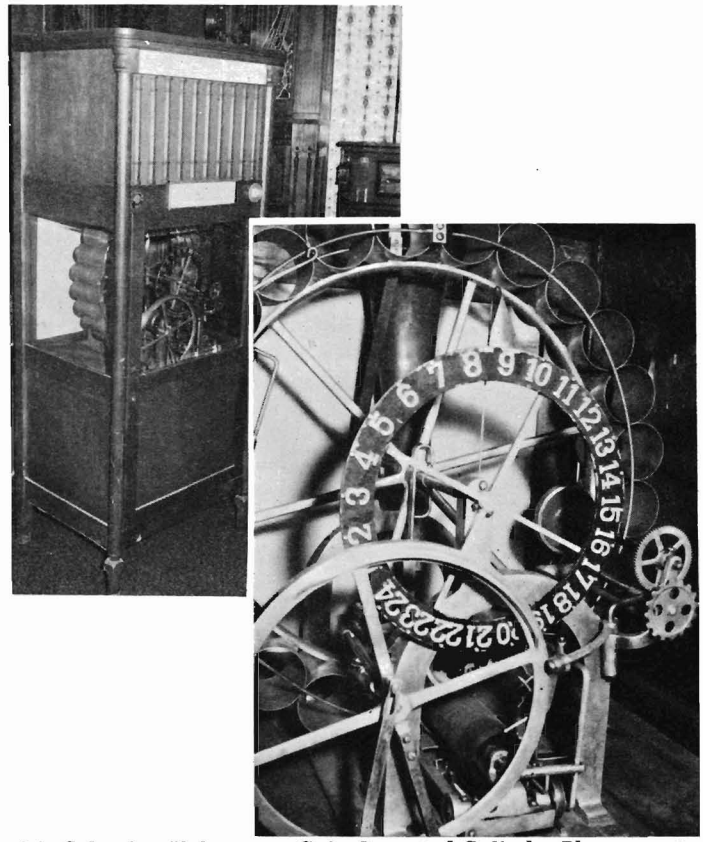
The case is of mahogany with serpentine lines. Surmounting the front corners are carved lions' heads. At the front of the console two small curved doors slide to either side to reveal the opening of the inside horn. Below two shelves provide ample space for the storage of record albums.

The phonograph will accommodate 78rpm records up to 16" in diameter.

The case is of mahogany and will require refinishing as it is faded-appearing at present. Apart from this, the instrument is A-1 throughout and is ready to take its place in your collection.

$395.00. (Stock No. PHO–2378)

If you have a Style 240 Reginaphone in your collection, this would look nice displayed with it. As strange as it may seem, the phonograph-alone (as offered above) is rarer than the music box / phonograph combination!



24–Selection Kalamazoo Coin-Operated Cylinder Phonograph

The Kalamazoo is one of the rarest of the multiple cylinder commercial coin-operated phonographs. The instrument plays 24 cylinders. Selections are made according to a program affixed to the front of the machine.

The intricate works of the Kalamazoo are finely displayed behind beveled glass windows at the front and each side.

Overall measurements are: 5'8" high, 2'4" wide and 1'9" deep. The case is of light oak and is in excellent condition.

The interior of this instrument will require work. It was converted to electric operation years ago. When acquired some of the parts were disassembled and various chains, cords, etc. were not in place. However, the essentials are there – and with some loving care this will be a showpiece once again.

It was formerly located in Sutro's Museum in San Francisco. The original Sutro identification signs are still on the front of it.

A rarity. $1495.00. (Stock No. PHO–2691)

The only other sales record we can trace of one of these instruments is for a specimen sold about five years ago for $1,500.00.

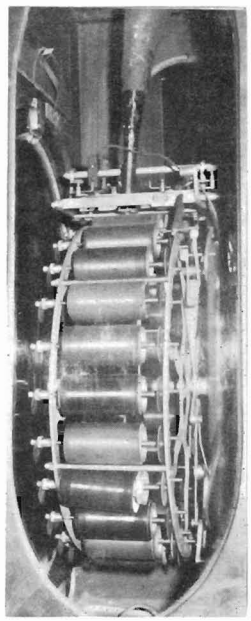
We would estimate the rarity of the multi-selection cylinder phonographs as follows:

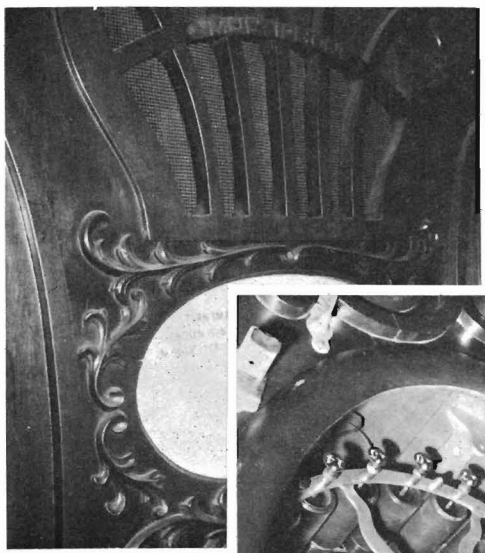
1. Regina Hexaphone (holds 6 cylinders) 100 to 200 known. We have had three or four within the last year.

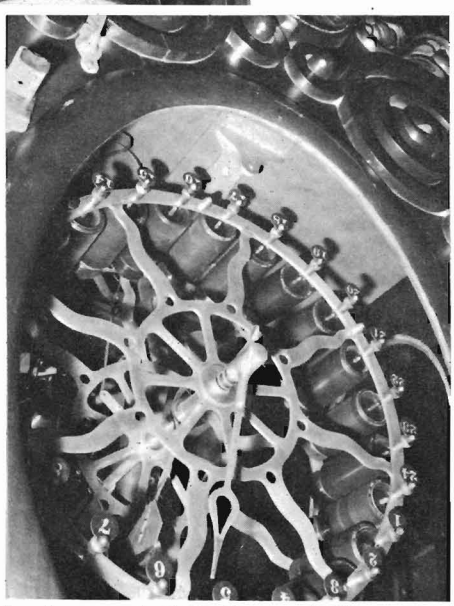
2. Multiphone (holds 24 cylinders). 20 to 40 known. We have had two in stock within the last year.

3. Kalamazoo (holds 24 cylinders). Fewer than 10 known. The above-offered specimen is the only one that has passed through our hands.









Multiphone 24-Cylinder Automatic Coin-Operated Phonograph

The Multiphone has long been considered the "ultimate" in cylinder phonographs designed for commercial use. Visually, the Multiphone is imposing -- to say the least. Mechanically, it is ingenious and intricate.

Distributed circa 1910 by the Multiphone Operating Co. of 141 Broadway, New York City, the Multiphone offered the patron his choice of twenty four selections. Each selection was detailed in a handsome program card displayed behind an oval glass panel at the top of the instrument.

The selection was made by turning a small crank. Upon receipt of a nickel the listener would be rewarded by the latest from Sousa's Band, Uncle Josh or whatever.

The brightly nickeled parts are visible through the oval glass door in the front of the instrument or through large windows at either side. Behind the cylinder changing and storage wheel is a mirror which reflects the interior workings to excellent advantage.

The case is of rich mahogany with ornate carvings from top to bottom. This is no small instrument: it stands 7'7" high, 3'5" wide and 1'8" deep.

The instrument was converted from spring to electric operation years ago. Although it was playing in a museum until about five years ago, the next owner will have to do some work on the instrument to get it playing well once again. However the case is intact and the interior is beautiful – so the difficult parts are already in fine order.

Although Multiphones are rare, we have had several in recent years. This is the finest of the lot.

The advanced collector of cylinder phonographs will find this offering to be an important opportunity.

$1995.00. (Stock No. PHO–2692)

Pedigree: For many years this Multiphone gathered nickels in Sutro's Museum at the Cliff House complex in San Francisco. This particular instrument was sold several years ago to a Southern California collector – and, a few weeks later Sutro's burned to the ground. Thus it was saved for posterity just in the nick of time.

Sutro's was emblematic of the "traditional" San Francisco. For years the museum was the ideal focal point for a Sunday afternoon auto drive along the seacoast. Sutro's Museum had a fine group of automatic musical instruments (see p.219 of Put Another Nickel In) – fortunately these were all saved – and extensive exhibits of stuffed birds, antique automobiles and cycles and other interesting memorabilia of decades long since gone.

A number of mechanical instruments, including some formerly at Sutro's Museum, are still on exhibit at the Cliff House.

The Magnificent Collection of . . .

S. S. STEWART BANJOS

assembled over a period of years by Mr. Robert Johnson of Rossville, Georgia.

It is with pride and pleasure that we offer for sale this outstanding collection of banjos assembled by Mr. Johnson. As one of the most loved of all instruments and as an instrument with a deep connection with American history the banjo has captured the interest of private collectors and museums alike.

The collection offered here comprises over two dozen examples manufactured during the late 19th century by S. S. Stewart, most famous of American banjo makers.

This unprecedented offering gives us the opportunity to share with our readers some of the fascinating history and background material gathered by Mr. Johnson. Most of the following notes are from his pen.

THE S.S. STEWART BANJO STORY

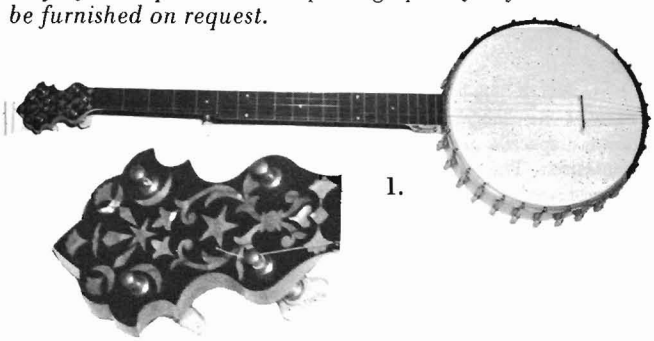
S.S. (Samuel Swain) Stewart produced what was for his day the top quality banjo on the market. Today the S.S. Stewart banjos that are still with us remain unexcelled in quality of craftsmanship.

Stewart was an early banjo player, an artist, inventor, scientist and philosopher. To him the banjo world must credit many innovations. He was the first to establish standard scales and sizes for banjos. These Stewart scales persist to this day. The 11" head and 27" scale length were devised by him.

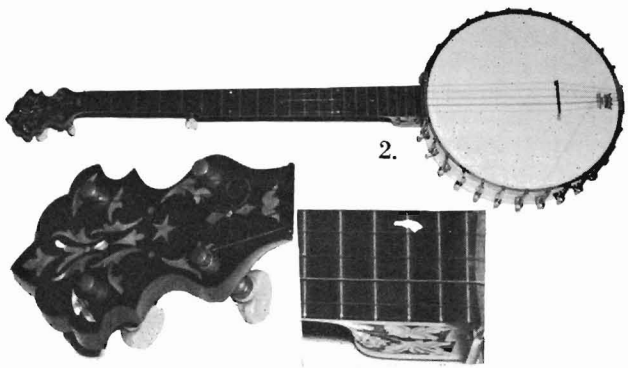
Stewart designed and built many other banjo voices for the banjo quartets, trios and banjo orchestras of his day. He studied the effects of different materials on the tone production and incorporated the resultant findings into his own excellently crafted products.

S.S. Stewart Banjo Collection

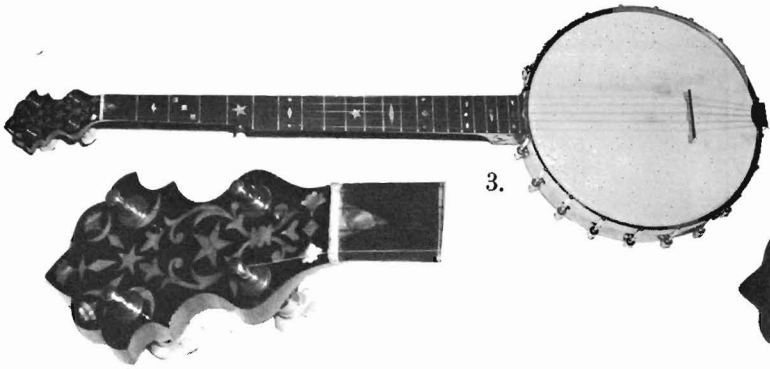
The photographs are numbered to correspond with our catalogue numbers as we list the banjos. Close-up illustrations of detailed portions of certain instruments give an idea of the beauty of these pieces. Color photographs of any instrument will be furnished on request.



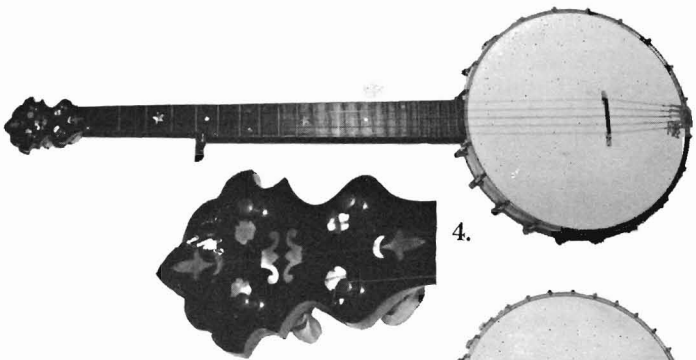
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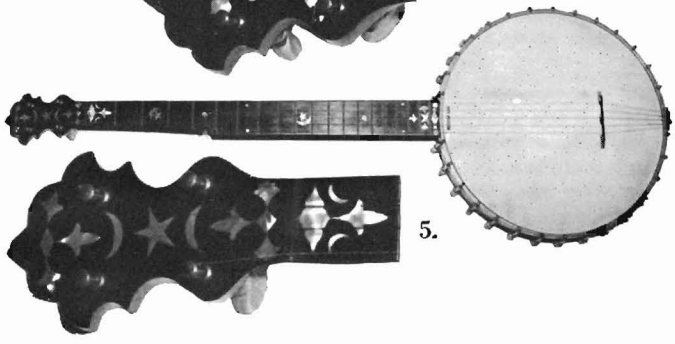
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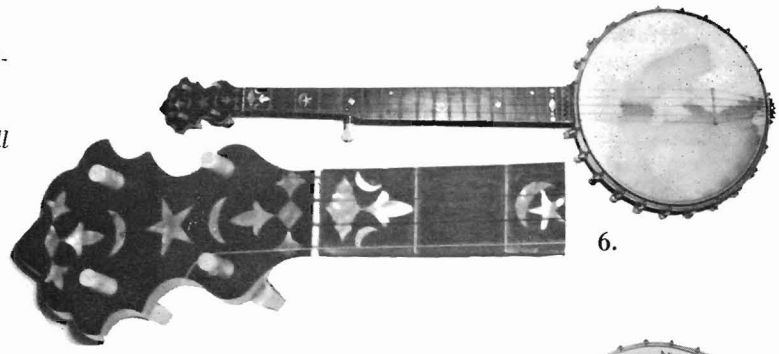
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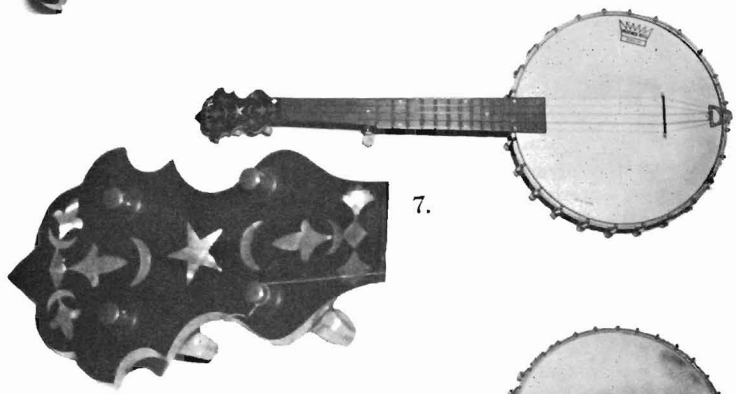
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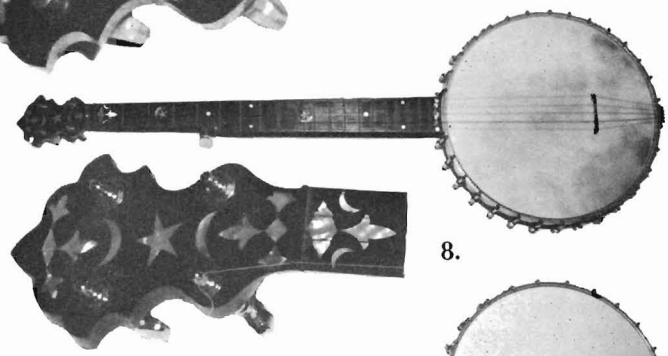
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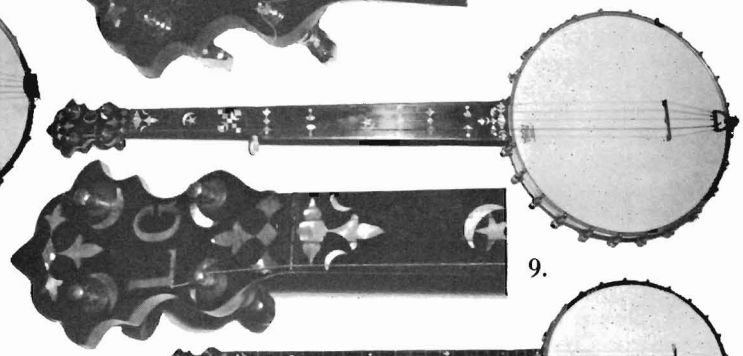
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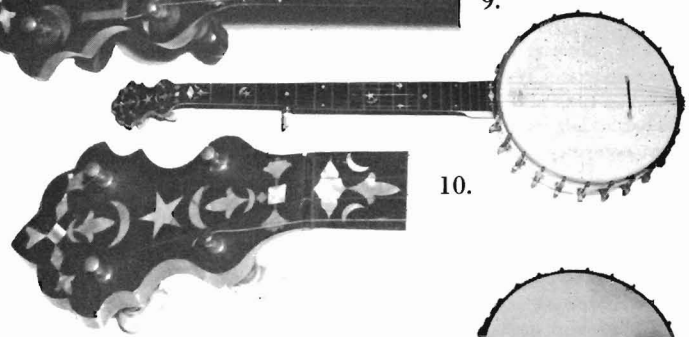
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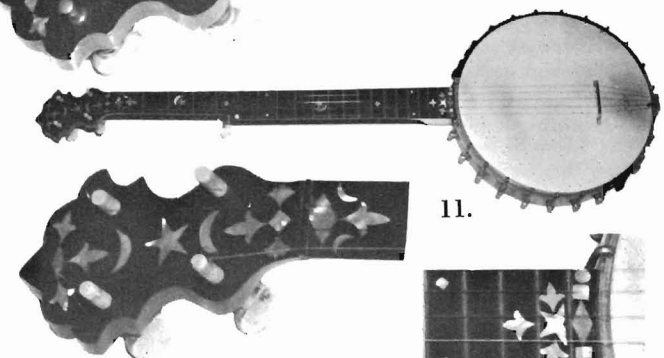
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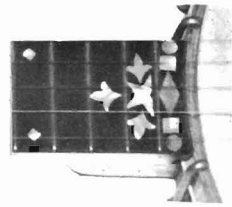
9.



10.



11.



His is virtually the only banjo in which you can see no filler used in the pearl inlays; the wood and pearl meet with unbelievable precision – especially when you consider that it was all hand work. His banjos had such good tonal characteristics that they are almost the only pre-1900 instruments that, despite being designed for different strings and a different type of music, can not only hold their own but can excel in the playing of today's 5-string banjo music.

It is an established fact that since his day the banjo has gone slowly and steadily downhill in quality, despite the introduction of metal tone chambers, resonators, etc. that allow it to develop sufficient volume for use in jazz bands. Consequently, Stewart banjos are rare today. They are collectors' items and are highly prized.

Mr. Johnson's notes continue. . .

I think you know that all the 5-string banjo recording I ever did was on a Stewart banjo. While over the course of many years of collecting Stewarts I had a number go through my hands, and while I know of a number of collectors with a Stewart or two, I don't know of anyone else who has collected Stewarts for their own sake. More regularly, they are found to the extent of one or two specimens in collections of banjos in general. A lot of professional banjo players like to own a Stewart as a banjo to play at home by themselves or in small groups. For use in band and orchestra work most banjoists own a Gibson, Vega or Paramount of modern manufacture.

S.S. Stewart was a businessman of no mean abilities. He took advantage of the opportunity to get into advertising and publishing. He issued a long line of banjo books, sketches of great performers, instruction manuals, dissertations on banjos and banjo playing, and a host of sheet music. In addition, for years he published a magazine, *Stewart's Journal*, on fretted instruments in general. This publication ran from about 1882 to 1902. Yet, despite this prolific output, Stewart's printed material is hard to find today. I know of the existence of two Stewart catalogues in collections, and know of no complete set of the *Journal*, although the Library of Congress has a good representative collection of various issues. Study of the magazine issues, the extant catalogues and study of the instruments themselves give a clear idea of what instrument types and styles Stewart manufactured.

S.S. Stewart was born on January 8, 1855. He entered the banjo business in 1878. He died suddenly of apoplexy in 1899; thus the banjos made under his supervision and by his own hand date from 1878 to 1899 – a span of only 21 years in which he established and maintained his reputation as the master banjo builder. The name lived on long after his death, though.

About 1896 he contracted with Sears & Roebuck to produce a line of banjos for them under the name "Acme Professional." This contract lasted until 1903 and was completed by his sons, Fred and Lem. The sons stayed together and operated the Stewart business for a few years, dissolving it around 1905. They did build a few banjos for straight sale (in addition to the Sears contract), and these banjos, marked "Stewart's Sons," are indeed quite rare. They are identical in appearance and type to S.S. Stewart's own.

The sons sold the business to the A.C. Fairbanks Company of Boston which, even at that time, was a long-established musical instrument company. Today the Fairbanks Co. lives on as the Vega Instrument Co.,Inc.

Under the Fairbanks auspices the Stewart name was kept alive well into the mid-1920's although the Fairbanks–Stewart banjos were nothing even resembling the original Stewarts. In addition the Stewart name was plastered on all types of banjos (tenor, plectrum as well, whereas Stewart never made anything but the old 5-string type in all its models and sizes) and also on guitars and mandolins.

About 1926 Fairbanks became Vega and dropped the Stewart name entirely. Rumors exist that they sold the rights to the name to a Peter Kliem of New York who is supposed to have made "S.S. Stewart" banjos, guitars (again, nothing like the originals) up into the 1930's, but I have been unable to trace this and have not found any of the instruments.

Stewart occasionally went into short-lived partnerships – such as with J. Baur and with J.C. Haynes & Co. – but these were not enduring as Stewart was a bit too temperamental to suit these partners. In fact, his death is supposed to have been the result of a violent and heated argument with Baur, his partner of two years, in 1899.

I kept records on all of the Stewarts that went through my hands, either for repairs or that I bought and kept, or resold; a total 0f 62 instruments – which is a record for this day and age in which many banjoists have long looked for a single example!

Figures concerning Stewart's total production are not available yet, but a good estimate places it at about 1,200 instruments. Many were sold to England, Australia and New Zealand where they also held top reputations. I have information in my files of the existence of at least another 100 Stewarts; for a total of about 170 in all that I know about. Both of Stewart's sons are no longer living; Fred having died in Atlanta in 1961 and Lem in California in the late 1940's or 1950's. They had no male descendants.

Stewart manufactured various models of banjos, all of which were given a specific name and then a number to refer to the degree of ornamentation. The name referred to the size and style of the banjo. Thus, for example, "Universal Favourite" was one of his lower priced and most popular banjos with the 11" head and 27" scale. You could have a Universal Favourite No.1, 2, 3, 4 or 5. The No.1 was very plain with simple dot or diamond position markers on the fingerboard. The No. 5, on the other hand, was heavily inlaid with engraved pearl, had a carved heel, a carved peghead, elaborate marquetry inside the shell, an engraved metal rim, gold plated parts, etc.

All Stewarts are well marked and are serial numbered. Basically, they are of the same construction – all have hard cherry necks ,black ebony fingerboards, heelcaps and pegheads; are with shells of laminated woods with a German silver covering spun over and have a double wired edge. Inlays are always Japanese abalone pearl in light colors. All metal parts are nickel plated except for the fancy models with gold plating. Frets are always tiny and are of German silver – the easiest to play on and one reason for the popularity of Stewart banjos today.

In the Stewart era of the 1880's and 1890's custom work was readily available. You could have your choice of head size and even neck size and scale within the basic price range of the model you chose. Stewarts were stamped with his trademark – his peghead shape with S.S.S. inside – on the shell, the neck post and, in addition, S.S. Stewart, Philadelphia, Pa., was stamped into the rim. Most banjos also carried a small celluloid plate with S.S. Stewart on it – plus another plate for the model name! There's little question of identification; and therefore any Stewart-like banjo that is unmarked (he had a host of imitators) is in 99% probability not a Stewart.

Stewart's models were:

(1) Standard or near-standard size banjos. . .
ORCHESTRA – usually 12" head, 27" scale.
UNIVERSAL FAVOURITE – 11" head, 27" scale.
CHAMPION – usually 11½" head, 27" scale.
SPECIAL BANJO – 10½" head, 25¾" scale.
THOROUGHBRED and SPECIAL THOROUGHBRED – 10½" to 11" head, 27" scale, extra frets.
THE STUDENT – 11" head, 27" scale; his plainest and cheapest.
THE AMATEUR – 11" head, 27" scale.
PRESENTATION – banjos built to special order.

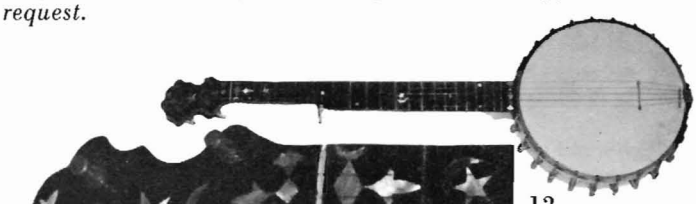
(2) Odd-size banjos; all invented and designed by Stewart. . .
AMERICAN PRINCESS – the lady's banjo; 10" head, 24¼" scale.
BANJEAURINE – 10" to 12" head, 20" to 21" scale. Designed to play a treble part in banjo orchestras.
PICCOLO BANJEAURINE – 12" and 13" heads, 19" scale. Same intended use as preceding.
PICCOLO and PONY CONCERT – 8" head, 16" scale. Same use as preceding.
BASS BANJO – 18" head, 42" scale. Designed to substitute for the stringed bass in a banjo orchestra.
BARITONE BANJO – 12" to 13" head, over 27½" scale. Designed to play the cello part in a banjo orchestra.

Styles No. 1, 2 and 3 are most frequently met with (you will recall that the style numbers refer to the ornamentation of a particular size). No. 3 is moderately rare in that I think that about 14 exist today in collections, against over 70 No.2's and the rest No. 1's. The Universal Favourite No. 2 was Stewart's best seller. It is attractive, tastefully inlaid and in 1896 sold for $45.00. It has been estimated that it would have to retail for about ten times this price if put on the market new today – assuming the same hand-made quality, the same woods and the same supplies.

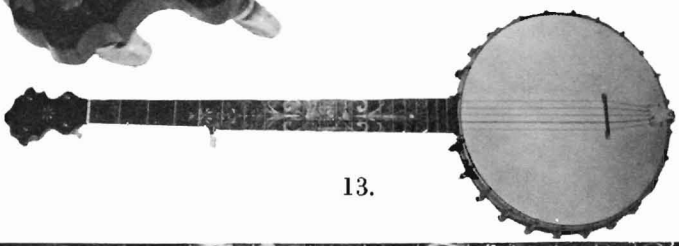
The scale length is the distance of the speaking length of the string from the nut to the bridge. It is exactly twice the distance from

S.S. STEWART BANJO COLLECTION

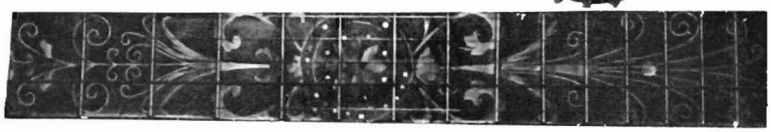
Numbers given correspond with those in our listing of banjos for sale. Color photos of any instrument supplied on request.

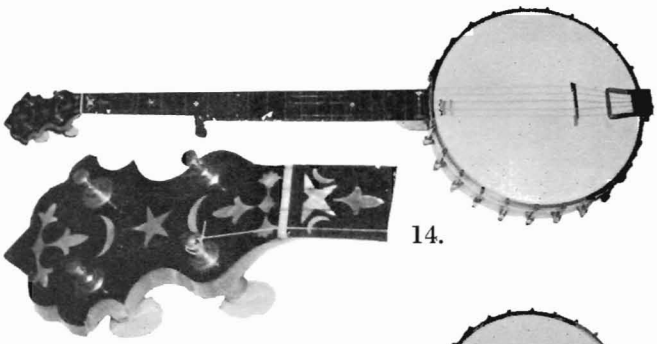


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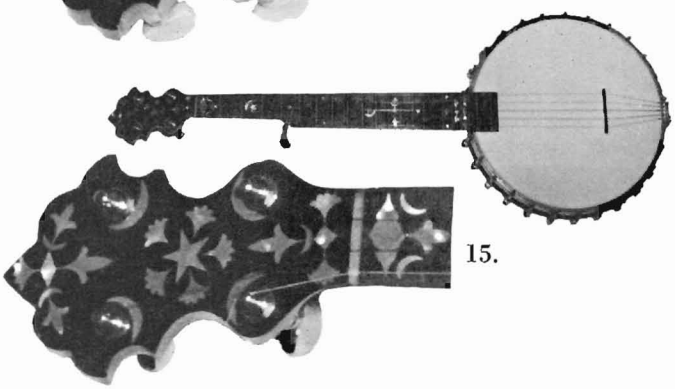


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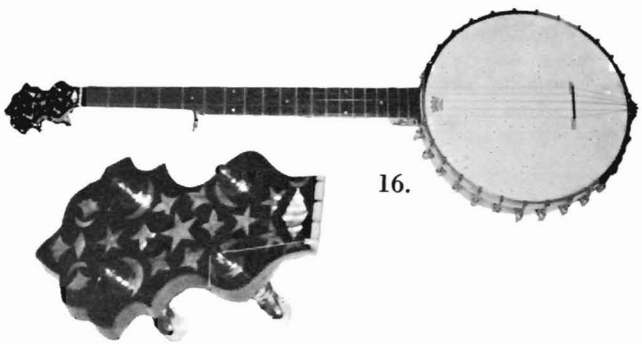




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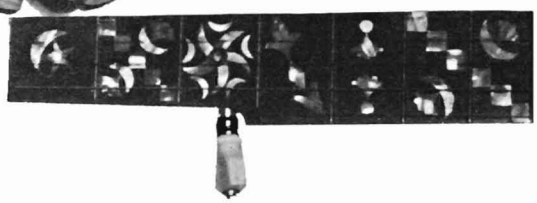
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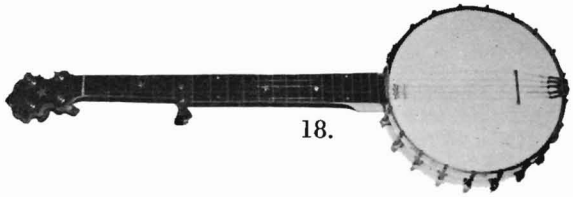


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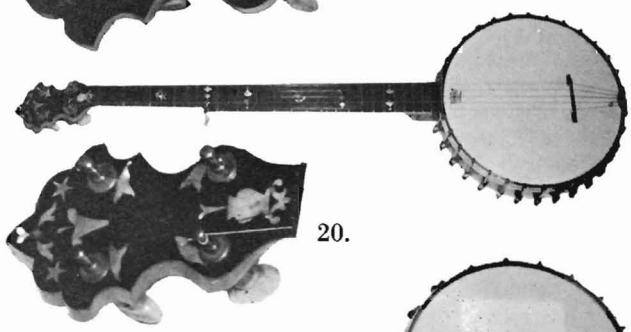




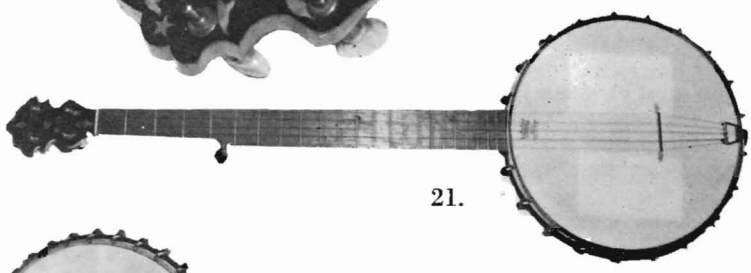
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the nut to the 12th fret. Incidentally, since banjo bridges are not glued down as they are on guitars, etc., the method of determining where the bridge should go is to measure the distance from the 12th fret to the nut and move the bridge to the same distance from the 12th fret.

Photographs of my banjo collection are enclosed. Actually, I have one more Stewart banjo – but I want to keep one to play on!

We now list and describe each of the S.S. Stewart banjos in this fabulous collection. When contemplating them, consider that each is a selected instrument – the best obtainable specimen found in a search of many years' time.

Prices quoted are net and are f.o.b. our offices. Instruments purchased will be carefully packed, crated and shipped to you, a service for which we shall bill you at our cost. If you purchase three or more instruments you may have a 10% discount from the prices listed. If you are interested in the entire collection we offer you a 20% discount on the individual prices – our contribution to keep this magnificent collection intact.

The numbers we give refer to the corresponding illustrations.

1. **Special Thoroughbred. Serial No. 17600.** The Special Thoroughbreds were Stewart's favorite banjo, and were available only in one style – no No. 1, 2, 3 etc. series. Almost all were identical to this in inlay pattern, design, etc. Variations are rare. This was Stewart's most expensive banjo apart from his Presentation models and was recommended for professional use. This particular one is among the best with original finish in the collection. It is truly "mint." It has the 11" head, 27" scale and dates from the 1892-1893 years. It has a carved heel, bird's eye maple shell with standard light finish and has the original paper seal. "Elite" tail piece. All original and, as noted, in superb condition. **$895.00.**

2. **Special Thoroughbred. No.50645.** This is a very rare variation of the Thoroughbred. The peghead is of exquisitely beautiful design with designs of silver and copper wire worked into the pearl inlay. All Thoroughbreds have the carved heel; this one is an excellent example of Stewart's work. Bird's eye maple shell with original paper seal. "Elite" tailpiece. A magnificent banjo of the 11" head and 27" scale size, from the c.1896-7 period. **$995.00.**

3. **Special Thoroughbred. No. 10622.** This has the same peghead inlay as Special Thoroughbred, serial No. 17600 (our catalogue No.1 described above) but has additional inlays on the fingerboard – the only example thus seen. Carved heel. Rosewood shell. Ball lugs, neck adjuster, brackets and stretcher band all professionally re-nickeled. (Ball lugs may be replacements of a later era). Pressure tail piece, bone nut, 5th string screw and cardboard shims installed. Set up for playing with steel strings. Original tail piece (no knot) is with it. This was probably a custom-made model. 11" head, 27" scale. Circa 1898 .Beautiful! **$795.00**

4. **Universal Favourite, No.2. Serial No.71402.** 22 frets; maple shell; neck adjuster. "Crown" tail piece. 5th string peg is a replacement, otherwise all original. 11½" head, 27" scale. An early Stewart product, dating from the early 1880's. Attractive! **$295.00.**

5. **Orchestra No. 2. Serial 15206.** 12" head, 27¾" scale. An ornate completely original instrument. Carved heel; snakewood shell; "Elite" tailpiece; neck adjuster; maple neckpost. Circa 1886. **$495.00.**

6. **American Princess, No.2. Serial 9531.** 10" head, 24¾" scale. Rosewood shell; "Elite" tailpiece. All original except 5th string peg. Original alignment. Leather head in excellent condition, probably having been replaced about 1920-1930. With rare wood marquetry on the fingerboard. The four large tuning pegs are of a beautiful square style. A handsome instrument which dates from the early 1880's. **$295.00.**

7. **Banjeaurine No. 2. Serial 50061.** 11" head, 20" scale. Circa 1897. Maple shell; light heel carving; neck adjuster. All original including "SSS" tailpiece. **$395.00.**

8. **Orchestra No. 2. Serial 7388.** 11½" head; 27½" scale. Circa 1880. Rosewood shell; "No Knot" tailpiece plus original ivory tailpiece. All original. An attractive early example of the Orchestra style. **$449.00.**

9. **Universal Favourite – Fretless Presentation Model. Serial 10336.** 11" head, 27" scale. Carved heel; bird's eye maple shell. All original except 4 tuning keys which are of an old SSS type, but not originally with this banjo. This is extremely rare and is the only original Stewart fretless in the collection – and is one of just three known to us. These were the earliest Stewarts and were made for the student of serious classical banjo music. Elaborately custom inlaid for "LG" – whose identity is unknown. On the player's side of the neck are pearl position marker dots at the fret locations. A superb instrument of immense historical value.**$895.00.**

10. **Special Banjo. Serial 10748.** 10½" head, 25¾" scale. Rosewood shell; 5th string peg replaced. Originality of other 4 pegs is uncertain, otherwise it is all original. Original *Special Banjo* seal is intact. These are of extreme rarity as only a few were made.The Special Banjo was produced on custom order only. For a woman or for an adult with small hands they are the best to play on. This is the only Special Banjo ever offered to Mr. Johnson during his long period of collecting. Another specimen is in the Smithsonian Institution. Needless to say, this is a very important opportunity for the Stewart specialist or historian. **$495.00.**

11. **Universal Favourite, No.2. Serial 12496.** 11" head, 27" scale.Rosewood shell; 20 frets. 5th string peg replaced; otherwise all original. Original 5th string peg comes separately with it. Popular model. **$325.00.**

12. **American Princess, No.2. Serial 3038.** A very early Stewart dating from the 1879-1880 era. 10" head, 24½" scale. Maple shell; "No Knot" tailpiece; 19 frets. Pearl position marker dots by all frets. Original 5th peg and ivory nut. Original ivory tailpiece and two tuning pegs not now installed are furnished separately with it. The instrument has been refretted and refinished. Two pearl inlays on the fingerboard need replacement. This early instrument precedes the use of the celluloid name and model plates. Originally made by a lady or a child. **$295.00.**

13. **Universal Favourite – Custom.** 11" head, 27" scale. Maple shell with original seal intact. Original ivory tailpiece, all original except tuning pegs. Very rare, unusual and most attractive! The fingerboard is extensively and beautifully inlaid with pearl, silver wire, brass and copper! This instrument was most likely originally made as a fretless banjo by Stewart, and later fretted by him. Over the years this instrument has attracted much attention from the many professional banjoists and collectors who have viewed the Johnson Collection. As a masterpiece of craftsmanship and artistry it should find a place as a centerpiece of a fine display. **$1295.00.**

14. **Champion, No. 2. Serial 13051.** 11½" head, 27¼" scale. Rosewood shell, light heel carving. Tailpiece is old but not original. 5th string peg has been replaced. New pressure-type wedge bracket. Original tailpiece and part of 5th peg given separately with instrument. Champions were not too popular at the time of issue and consequently are hard to find today. **$349.00.**

15. **Banjeaurine, No. 2 (or possibly 3). Serial 17976.**10" head, 21" scale. Maple shell with dark finish. "Elite" tailpiece. New tuning pegs. Unusual pearl-topped ebony bridge. Neck adjuster. Carved heel. One shoe-lug bolt replaced. **$349.00.**

16. **Special Thoroughbred. Serial 13014.** Snakewood shell. Carved heel. Inlaid heel plate. "Elite" tailpiece. New tuning pegs. Tailpiece and neckpost wedge bracket have been re-nickeled. Neck

refinished and refretted. Repair on peg head is very old. A lovely banjo in all respects. **$695.00.**

17. **Universal Favourite, No. 3. Serial 11954.** 11" head, 27" scale. Inlaid shell with a striking geometric design. Engraved nickeled outer shell. Carved heel, inlaid heel plate. Elaborate fingerboard inlay. All original except 5th string peg. SSS tailpiece. Refinished and topcoated. With its very extensive inlay and carving this is one of the prizes of this collection. A jewel! **$995.00.**

18. **American Princess, No.1.** 10" head, 24¼" scale. Rosewood shell; neck adjuster; "crown" tailpiece. All original except 5th string peg. One small piece of ebony is missing at the bottom of the fingerboard. Unusual 5-piece star in the peghead – a rare feature. **$275.00.**

19. **Banjeaurine, No.2.** 10" head, 21" scale. A late Banjeaurine from the 1898 period. Rosewood shell; neck adjuster; "Elite" tailpiece. All original except the 5th string peg. Early repair for split heel. Copper and silver wire inlay in addition to the pearl design on the peghead. Beautiful! Serial No. 57049. **$375.00.**

20. **Acme Professional. Serial 50327.** Maple shell; neck adjuster; carved heel. Grover tailpiece. Original "Sears, Roebuck & Co., Chicago, Ill. – Acme Professional" seal is intact on the back of the peghead. Original tuning pegs except 5th string peg. One piece of inlay is missing on the fingerboard; a repair was made to the ebony at the bottom of the fingerboard. One piece of pearl has been replaced in the fingerboard. Copper and silver wire used to enhance the unique floral design on the peghead. Rare.

    11" head, 27" scale. Looks beautiful, but work is needed to correct discrepant fret heights before instrument would be suitable for playing use. Beautiful appearing – and recommended for display only. **$149.00.**

21. **Universal Favourite, No.1. Serial 70610.** 11" head, 27" scale. 22 brackets, 22 frets. This banjo is somewhat of a mystery. It has the peghead inlay usually seen on Universal Favourite No.2, but the fingerboard is plain (and is of rosewood). Generally, it is of early style and construction – but it bears a late serial number impressed with late number punches. Perhaps the instrument is an early one that was extensively rebuilt by Stewart in the late 1890's. All original Stewart parts except the 5th string peg. A good banjo for everyday playing. **$195.00.**

22. **Universal Favourite, No. 1. Serial 13047.** 11" head, 27" scale. Maple shell. All original save the 5th string peg. 30 brackets (unusual for this style). A plain standard-size Stewart banjo with replacement fingerboard and signs of some old repairs. Would be more suitable as a playing banjo than a display or collector's banjo as this one is not ornately ornamented. Dots for position markers are inlaid on the fingerboard. **$195.00.**

23. **Experimental Stewart Banjo. Serial 3130.** This is a one-of-a-kind instrument. It was located in Stewart's Philadelphia workshop years ago by a collector. It was an experimental design which never reached production. Its salient feature is the use of a large German silver plate over the part of the fingerboard that received the most wear.

    This instrument dates from about 1880 – and is the 30th banjo manufactured by Stewart (he started his serial numbers at 3000 about 1880). It is cello banjo size and features a 13" head and a 29¾" scale. It has a solid rosewood neck, fingerboard and shell. The peghead is ornamented by an ornately chased (somewhat similar to engraving) German silver plate which is mounted by five easily-removable screws to facilitate polishing. Under the fingerboard are six layers of colored veneer.

    All original except the tailpiece bolt and the peghead tuning keys. The German silver parts and the richly figured woods and pearl inlays give this banjo a strikingly beautiful appearance.

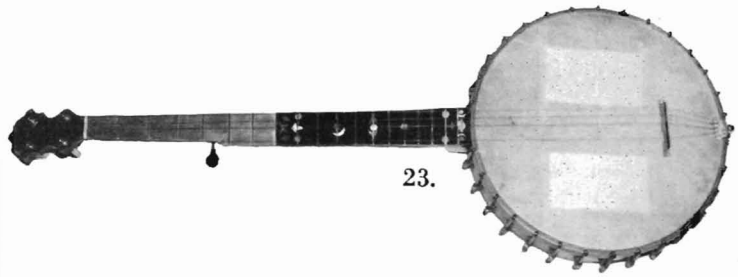
    Of immense historical value and significance. **$595.00.**

24. **Orchestra No. 2. Serial 12546.** 13" head (unusual as most Orchestras had smaller heads), 27¼" scale. Bird's eye maple shell; carved heel. All original except tuning keys. Attractive top and peghead inlays. Pearl position dots by all frets. A desirable instrument in all respects. **$495.00.**

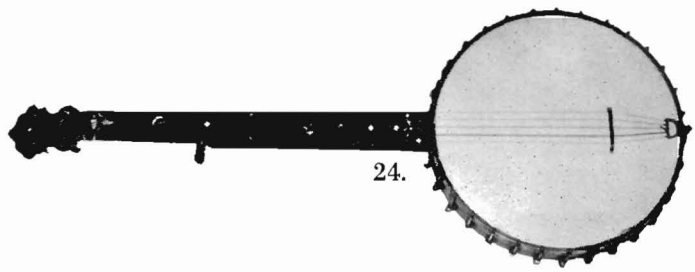
25. **Piccolo Banjeaurine, No. 2.** 12¼" head, 19¼" scale. Rosewood shell. Extension fingerboard. 19 frets. Original SSS tailpiece. All original except for tuning pegs. Serial No. 8992. This early instrument dates from the late 1880's. Attractively inlaid and choice-appearing in all respects. **$349.00.**

26. **Presentation Banjeaurine. Serial 14789.** 10" head, 21" scale. 26 brackets. Carved heel and underside of peghead. Engraved shell with inside of shell ornamented with elaborate marquetry. Engraved pearl inlay in top of heel. Extremely richly inlaid fingerboard and peghead. All original hardware and finish. This is an extremely rare instrument; only one other is known. It is a gem of the first water – and will be highly prized by its next owner. Outstanding! **$795.00**

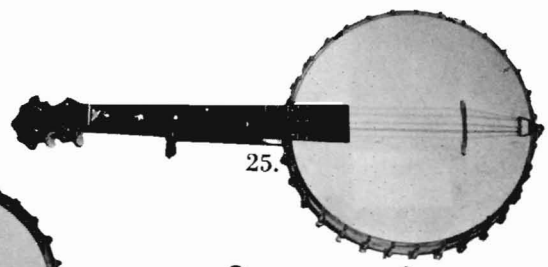
Literature, etc. Should the collection be sold intact the buyer will be given free of charge the collection of literature about them. This consists of S.S. Stewart books, 18 issues of the *Journal*, some sheet music, ads and other ephemera. In addition there are several boxes of spare Stewart parts and accessory hardware. Separately the literature, parts, etc. should be worth $200; however we shall reserve them in the event that the collection should sell intact. If it does not, the literature, etc. will be given free to the first person buying 10 or more banjos.



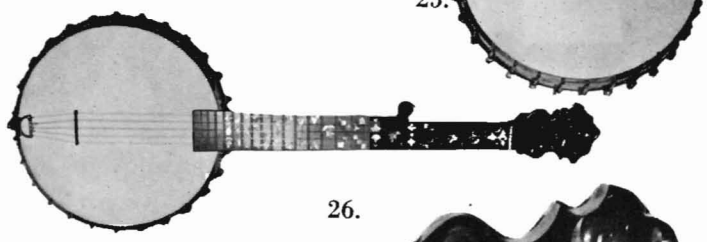
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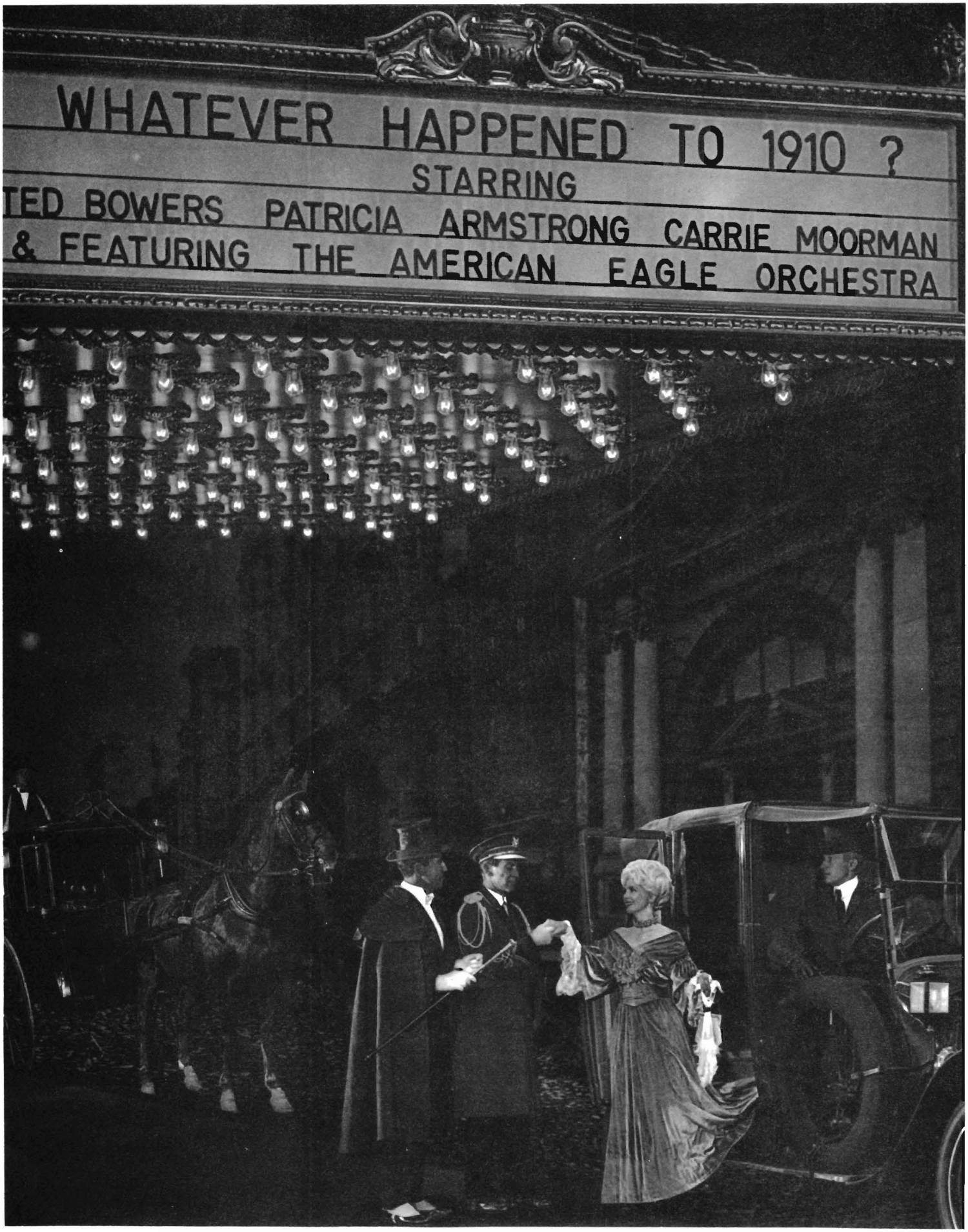
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WHATEVER HAPPENED TO 1910 ?
STARRING
TED BOWERS PATRICIA ARMSTRONG CARRIE MOORMAN
& FEATURING THE AMERICAN EAGLE ORCHESTRA

Whatever Happened–to 1910?

A Musical Glimpse Of A Fabulous Era

The American Eagle Recording Co. proudly presents this most unique and outstanding album—Unique because it is as though modern electronic equipment has been taken back in time and faithfully recorded the humor, talent and spirit of 1910—Outstanding because the members of the orchestra who are playing the original arrangements now, played the music then. The artists singing are not merely imitating the stars of the past. Their talents go beyond mere imitation; they capture not only the sound but the delicate nuances of the musical greats of the era. Unlike any preceding record, the listener will be removed from the present and, for the better part of an hour, will feel that he is living at the turn of the century.

The record begins with the most famous talking machine artist of the period, "Uncle Josh," who reminisces musically in the title song, **"Whatever Happened to 1910?"** Visiting a small town during a circus parade, you will enjoy hearing an original 1900 Wilhelm Bruder Sohne 256 pipe, military band organ playing, **"The Entry of the Gladiators."** Later, entering the "Big Top," you will picture the horses performing to the famous **"Flip Flap Gallop"** and the clowns entertaining to that trombone specialty, **"Muttering Fritz."**



Patricia Armstrong, a protege of Lotte Lehmann, hails from Santa Barbara. She is well known in the opera field, having performed in many important roles for the Euterpe Opera Club, The Los Angeles Civic Light Opera, The Pasadena and the Santa Barbara Civic Opera Associations. A versatile performer, Patricia is active in the recording and television fields. She is equally gifted as a pianist, evidenced by her accompaniment for "Every Little Movement" on this recording.



Visiting the parlor in a small-town home, we hear the young lady of the family and her girl friend sing and play **"Every Little Movement"** at the upright piano. The girls then sing along with the latest piano roll, **"The Grizzly Bear."** Sophie Tucker, exclusive Edison artist during the years 1910 and 1911, is heard next on her first recording of **"Some of These Days."** It is an excerpt from an Edison four minute wax cylinder #691. Our home entertainment concludes with a 1908 American made Regina disc music box playing, **"What You Goin' To Do When The Rent Comes Round?"**





Later we attend a grand old vaudeville show and listen to **"By the Beautiful Sea"**; **"Can You Tame Wild Women"**; **"Now I Have To Call Him Father"**; **"Snooky Ookums"**; and Cohan's **"Rag Babe."** Our visit to a small town draws to a close with a nostalgic moonlit walk home to that time honored favorite, **"By The Light of The Silvery Moon."**

On side two the magic of New York City 1910 will unfold before you (especially in stereo). Hear the clatter of the horses, the clang of trolleys, the chugging of automobiles and the tinkle of the street piano which leads into the opening number, **"Sidewalks of New York."**



Later you will find yourself in a theatre audience enjoying the thrilling entertainment world of the great. George M. Cohan's immortal **"Give My Regards To Broadway;"** Bert Williams' famous number, **"I'll Lend You Anything I've Got Except My Wife;"** Irene Franklin will delight you with, **"I Want To Be A Janitor's Child;"** Sir Harry Lauder in his own inimitable style will perform, **"She Is My Daisy;"** and perhaps the highlight of your visit to New York will be Galli-Curci singing **"Il Bacio"** at the Metropolitan Opera House. (Brief write-ups about these artists are included on the inside of this album cover.)



Carrie Moorman is originally from Arizona where she was awarded the top rating as the outstanding female vocalist at the Arizona Music Festival. Very successful in the musical and theatrical world, she has been a regular on the Melody Ranch television program for the last two years. As soloist for the Jack Halloran Singers, she has been very active in the recording field. Together with Ted Bowers, she was featured at the Hollywood Bowl Gay Nineties Night in 1966.







The evening concludes with **"After The Ball."** The era concludes with two numbers from World War I, **"Goodbye Broadway, Hello France,"** and original Edison Diamond Disc recording #50443, and **"Just A Baby's Prayer At Twilight"** ending with a final signature to the period.

"WHATEVER HAPPENED TO 1910?"

A real experience in sound! Housed in colorful DOUBLE record jacked with an interior booklet. NET $5.95. We guarantee you'll be delighted with this wonderful recording!

Highest quality 33rpm stereo.

STEREO HIGH-FIDELITY RECORDINGS . . .

of Automatic Musical Instruments

**Enjoy the "in person" sounds of many instruments!*
**Learn the tonal characteristics of different machines!*
**Listen to your favorite tunes!*
**Bring the "Good Old Days" back to life!*

We offer a wide selection of 33rpm stereo hi-fi records. To simplify our procedures at this end - and to offer a savings from list price to you - we are offering each of the following records for $3.95 each; or if you order ten or more at one time you can have them for $3.50 each.

Our prices include packing and postage. When you consider that most others charge 25¢ to 50¢ extra per record for this, our service offers an added savings.

To simplify your ordering we have assigned an inventory number (such as R-1) to each disc. Just list the discs you want by these numbers on your order blank.

All records are quality pressings of guaranteed satisfaction to you. All have full color covers with historical text or notes on the back side.
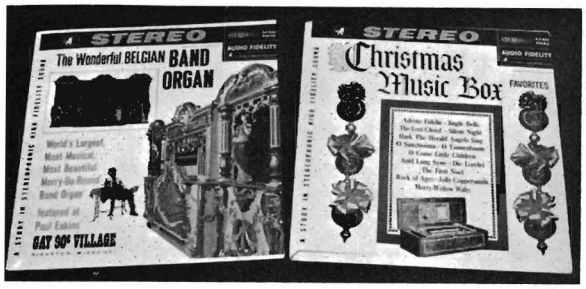
Prices, net: **One record, $3.95; ten or more, $3.50 each postpaid. You save more money by ordering a "record library" of ten or more - and we save handling expense here.**

Order by stock number — such as R-1, R-4, R-18,etc.



Circus Carnival Calliope. Features a Tangley CA-43 calliope playing such favorites as American Patrol, Turkey in the Straw, The Billboard, Yankee Doodle, etc. $4.79 list. Your net: $3.95. (Stock No. R-1)

Nickel Music — Music of the Gay Nineties. This record is a lot of fun and features a wide array of Wurlitzer, Seeburg, etc. nickelodeons. Tunes include Dixie, King Cotton, Jolly Coppersmith, Wild Irish Rose, Over the Waves, etc. $4.79 list. Net $3.95. (Stock No. R-2)



The Wonderful Belgian Band Organ — Vol. I. Features a Mortier band organ with modern music. This is representative of the large Mortier organs made circa 1910-1930. Tunes include Entry of the Gladiators, Anchors Aweigh, Stein Song, Blue Danube, Yes, We Have no Bananas,etc. $4.79 list. Net $3.95. (Stock No. R-3)

Christmas Music Box Favorites. Tunes include Adeste Fidelis, Silent Night, Hark the Herald Angels Sing, etc. $4.79 list. Your net $3.95. (Stock No. R-4)



Fantastic Honky-Tonk Player Barroom Piano. Featuring a Wurlitzer Style I piano with mandolin. Tunes include Hot Time in the Old Town, School Days, Red Wing, Col. Bogey, Devil's Hornpipe,etc. $4.79 list. Net. $3.95. (Stock No. R-5)

Big Top Circus Calliope. Featuring a Wurlitzer Caliola. Tunes incl. Tennessee Waltz, The Thunderer, Washington Post, Pony Boy, etc. $4.79 list. Net $3.95.(Stock No. R-6)



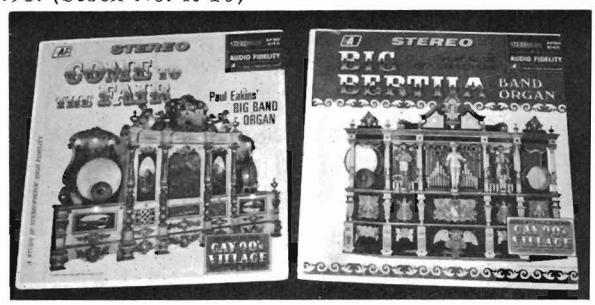
Big Top Carousel Band Organ. Tunes incl. Sidewalks of New York, Sweet Rosie O'Grady, School Days, Little Annie Rooney, etc. $4.79 list. Net $3.95. (Stock No. R-7)

The Wonderful Belgian Band Organ — Vol.II. Tunes include When you Wore a Tulip, San Antonio Rose, Down Yonder, Smiles, Roses of Picardy, When the Saints, etc. $4.79 list. Net $3.95. (Stock No. R-8)
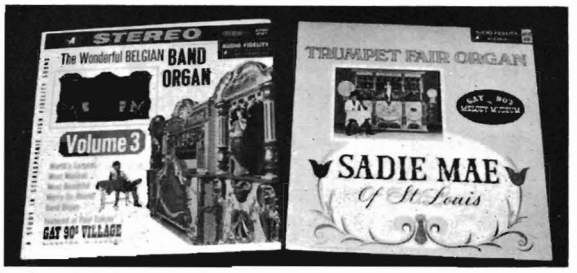


Old Time Circus Calliope. Wurlitzer Caliola. Tunes incl. My Buddy, Marching Through Georgia, Red Wing, Over the Waves, etc. $4.79 list. Net $3.95. (Stock No. R-9)

More from the Gay Nineties' Village. Features Wurlitzer Caliola, Seeburg KT Special and other interesting instruments. Tunes incl. Tipperary, I Wonder Who's Kissing Her Now, Stars & Stripes Forever, etc. $4.79 list. Net $3.95. (Stock No. R-10)



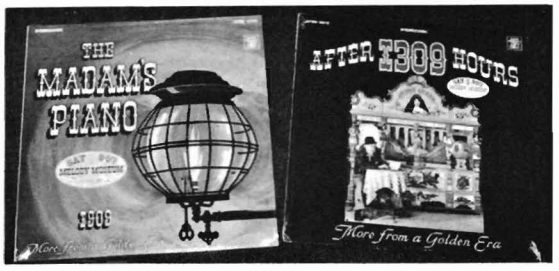
Come to the Fair. Wurlitzer 157 organ. Beer Barrel Polka, After the Ball, Sidewalks of New York, Tenting Tonight, El Capitan, etc. $4.79 list. Net $3.95. (Stock No. R-11)

Big Bertha Band Organ. Limonaire Freres fairground organ. Tunes incl. Springtime in the Rockies, Col. Bogey, Skaters Waltz, Queen City,etc.$4.79 list.Net $3.95.(No. R-12)



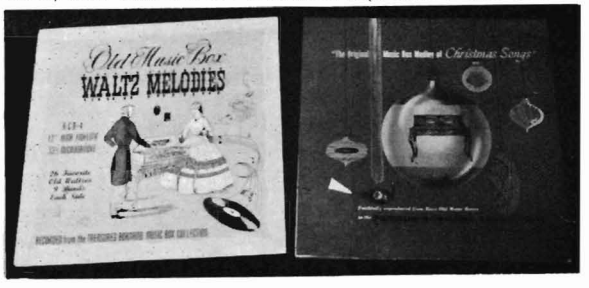
The Wonderful Belgian Band Organ — Vol.III. Give my Regards to Broadway, Bill Bailey, Band Played On, Meet Me in St.Louis,etc. $4.79 list. Net $3.95.(No. R-13)

Trumpet Fair Organ. Gavioli organ. Waiting for the Rob't E. Lee, Peg O' My Heart, Toot Toot Tootsie, I'm Look-Over a 4 Leaf Clover,etc. $4.79 list.Net $3.95. (No.R-14)



NEW RELEASE! The Madam's Piano. A Coinola cabinet piano plays "A" roll tunes including After The Ball, Missouri Waltz, Among My Souvenirs, Baby Face, Song of the Islands,etc. Net $3.95. (Stock No.R-15)

NEW RELEASE! After 1309 Hours. The unusual title of this album comes from (evidently) the 1309 hours spent to restore this Gasparini organ! Plays such favorites as Battle Hymn of the Republic, Somewhere My Love, Fleurette Waltz, Winchester Cathedral, L'Internationale, etc. List $4.79. Net $3.95.(Stock No.R-16)



Music Box Waltz Melodies. Bornand Collection. Invitation to the Dance, Merry Widow, Espana, Treasure Waltz, Estudiantina, etc. $3.95 net. (Stock No. R-20)

Music Box Medley of Christmas Songs. Mrs. Ruth Bornand Collection. Silent Night, First Noel, Ave Maria, Jingle Bells, etc. 5 diff. boxes featured. $3.95 net. (No.R-21)

Golden Music Box Favorites. 26 tunes on 6 diff. boxes in the Bornand Collection. Mockingbird, Hearts and Flowers, Robin Adair, Silver Threads, etc. $3.95 net. (Stock No. R-22)





The Fantastic Jazz Orchestra. (Hathaway & Bowers,Inc. instrument — a Bursens dance organ). Winchester Cathedral, Auf Wiedersehn, Yellow Rose of Texas, Tipperary, Marianne, etc. $4.79 list. Net.$3.95.(Stock No. R-30).



THE MARVELS OF MECHANICAL MUSIC. . .

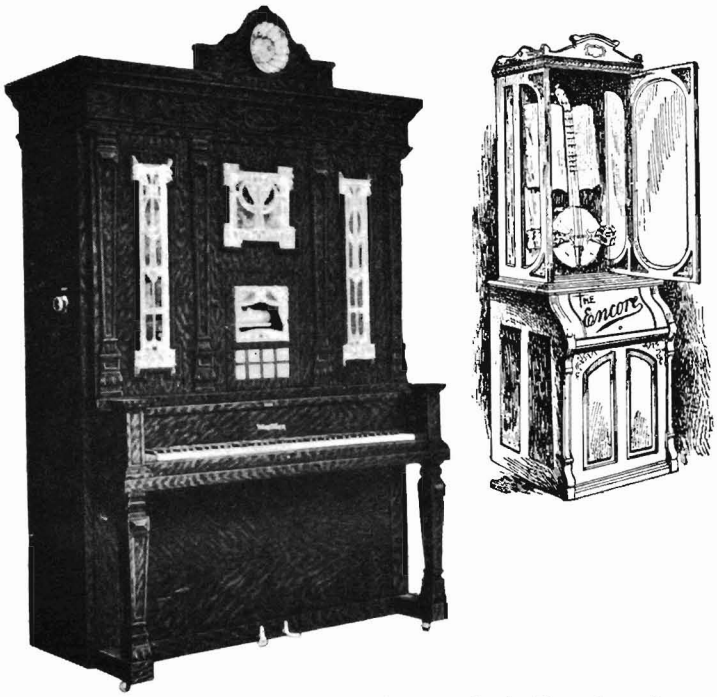
A new series of three stereo high-fidelity 33rpm long-play recordings — recorded from instruments in the Hathaway & Bowers, Inc. showroom by Concert Recordings, Inc.

Place your order now for immediate delivery when the records are released (scheduled for about Nov.15th).

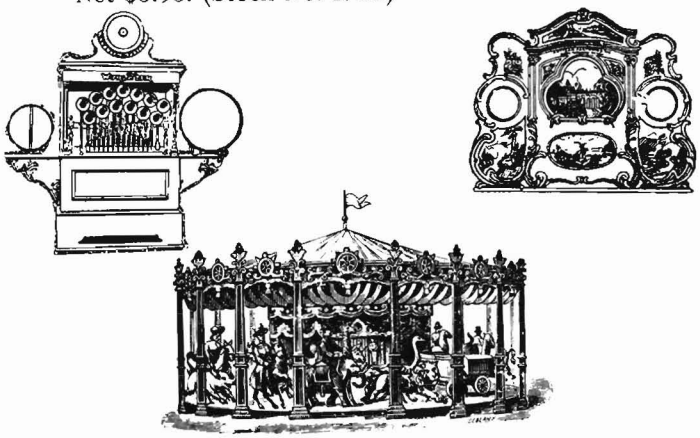
Each record has a color cover and detailed historical notes on the back. If you liked our "Golden Age of Mechanical Music" series released last year (and now out of print) you'll like the new "Marvels of Mechanical Music" series as well — or even better!

Here are the three records in the series:

Roadhouse Rhythm. A delightful array of instruments: A Wurlitzer nickelodeon piano, a Wurlitzer CX orchestrion, a Wurlitzer LX orchestrion, a tuneful Encore Auto-



matic Banjo, a melodious Coinola Style X orchestrion, the Wurlitzer Mandolin Quartette, a Mills Violano Virtuoso, etc. Features such tunes as: Turkey in the Straw, I'm Looking Over a Four Leaf Clover, a medley of march favorites, California Here I Come, My Old Kentucky Home, Roses of Picardy and many more! $4.79 list. Net $3.95. (Stock No. R-31)



Fairground Favorites - Music of the Circus Midway! Featuring a Wurlitzer Military Band Organ (Style 125) and another one (Style 165), the Tangley CA-43 Calliaphone and, on the flip side, a tuneful dance organ. A delightful album with such tunes as Hello Dolly, Estudiantina, Our Director, In the Good Old Summertime, Sidewalks of New York, Swanee, When the Saints Go Marching In, In the Shade of the Old Apple Tree,etc. $4.79 list. Net: $3.95. (Stock No. R-32)

Wurlitzer and Weber Orchestrions! — The Amazing Mechanical Concert Orchestras! Side 1 features the almost human expression of the Weber Maesto orchestrion — which imitates perfectly a jazzband of the Roaring Twenties era! The flip side features a Wurlitzer Pian-Orchestra which was just the thing to liven up proceedings at a beer hall or dance hall in the "good old days!" Features many tunes including Lambeth Walk, Maria



Weber's Maesto

Elena, Jazz-Jazz, Cuckoo Waltz, Rose Marie, Under the Double Eagle March, The Song is Ended, My Blue Heaven, Wake Up Little Girl, etc. $4.79 list. Net $3.95. (Stock No. R-33)

SPECIAL OFFER! Order all three new records in the "Marvels of Mechanical Music" series for just $9.95 the set of three. Just ask for "Marvels of Mechanical Music" set on your order.

EXTRA SPECIAL OFFER! — For gift giving, for club prizes or for groups — the ideal way to do your gift shopping! FOUR SETS (12 records in all!) for just $24.95! This is a savings of about $15 over our special price for a set of three! These are priced right for resale, too (total retail price based on $4.79 per disc is $57.48 — so you are buying for less than half price!).

Ask for "Extra Special Offer" $24.95 on your order.

INTERESTING BOOKS . . .

<u>about Music Boxes, Nickelodeons, Organs, etc.</u>

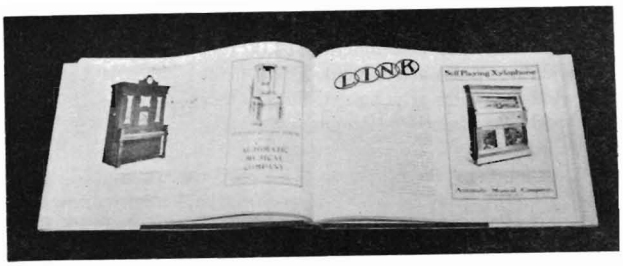
All books will be shipped to you postpaid. Your complete satisfaction is guaranteed. If, for any reason, you are not 100% pleased just return the item within 10 days for an instant refund.

These books will contribute greatly to your enjoyment and appreciation of the hobby.

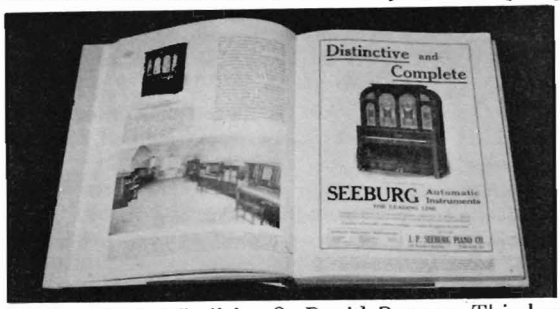
"Rebuilding the Player Piano," by Larry Givens. One of America's foremost collectors guides you step-by-step through the rebuilding of player pianos, reproducing pianos, nickelodeons and player reed organs. Complete easy-to-follow instructions are given. Anyone with just a slight interest and ability in mechanical things will have no trouble bringing these mechanical music makers back to life! A list of parts suppliers is included.

In addition to being lots of fun, rebuilding can be profitable too. We sell many instruments to rebuilders who work on them — and then sell the nickelodeon or orchestrion for a handsome profit.

This valuable and interesting book. $6.95 ppd.



"Player Piano Treasury," by Harvey N. Roehl. First published in 1961 this book has become the "bible" for collectors. In story form it outlines the history of player pianos...from push-ups to reproducing instruments...and goes into nickelodeons, violin-players, the making of piano rolls and many other fascinating subjects. An excellent basic reference. *If you have no books on the field, we recommend this one as an excellent introduction to the hobby.* $10.00 postpaid.



"Put Another Nickel In," by Q. David Bowers. This large and extensively illustrated volume is all about coin operated nickelodeons including Seeburg, Hupfeld, Mills, etc. Of special interest is an extensive documentation of the products of the Rudolph Wurlitzer Company using hitherto unpublished information from the Wurlitzer Archives. Hardbound with attractive jacket. New Publisher's Edition: $8.95. postpaid.

"From Music Boxes to Street Organs," by R. DeWaard; translated by Wade Jenkins. This book is about the famous street organs of Holland - how they were made, who made them, how music is arranged and cut for them, how they are tuned, etc. Included as part of the background are several chapters on music boxes and automatic musical instruments in general. An interesting and valuable book. $6.95 ppd.

"Collecting Music Boxes and How to Repair Them," by Arthur W.J.G. Ord-Hume. A basic text for anyone interested in cylinder or disc music boxes. Just about everything is discussed...from musical snuff boxes, to the history of Polyphon, Symphonion and Regina, to how to repin a cylinder! Many illustrations. $7.50 ppd.

Interesting Catalogue Reprints. We made a special purchase from the Vestal Press – and offer you reprints of old-time catalogues at more than a 25% discount!

Unless you have years of patience and a good measure of luck you'll never own the originals of these catalogues. The Vestal Press has borrowed choice originals and has issued needle-sharp quality reprints on fine paper. We made a special purchase of 12 of the most popular titles – and offer you a set which retails for $21.00 for just $14.95.

You get catalogues of Regina, Welte, Cremona, Seeburg, Nelson–Wiggen, Wurlitzer, etc. $21.00 worth in all. Just $14.95. Ask for "Special Reprint Offer" when ordering.

"Keys to a Musical Past" by Harvey Roehl. This attractive and well-prepared booklet sells for just $2.00. It gives thumbnail sketches of music boxes, nickelodeons, reproducing pianos, etc. and is a good guide for the beginner who might not want to invest $10 in a copy of "Player Piano Treasury." This new booklet covers the field well and even gives quite a bit of new information not found in other Vestal Press volumes. If you have a friend who is becoming interested in the hobby, this booklet would be a nice gift to give him! $2.00 each; five copies for $9.00.

"The Cylinder Music Box Handbook" by Graham Webb. This soon-to-be-released volume (it should be released by the time you receive this catalogue; if not, your copy will be rushed as soon as we receive them from the printer in England) covers the fascinating field of cylinder type music boxes – and gives tips on collecting them, caring for them, reworking them, etc. Beautifully illustrated. $6.00.

PARTS AND SUPPLIES . . .

A listing of rolls, discs, components, organ parts and other supplies for automatic musical instruments. This listing is in random order, so check the entire listing carefully. Order by stock number (when such number is given). Packing and shipping charges are extra and will be billed to you at our cost – thus saving you money. Unless otherwise specified, pneumatic parts are in original unrestored condition.

Music Box Discs

Add to your collection of music box discs! We have hundreds in stock and offer them at the following low prices. All are originals.

8¾" Monopol (center or edge drive). @$3.50; ten for $22.00.
9½" Polyphon (center drive) @$3.50; ten for $22.00.
11" Polyphon or Regina. @$3.95; ten for $25.00.
11 7/8" Symphonion. @$3.95; ten for $25.00.
13¼" Kalliope. @$4.95; ten for $35.00
13½" Symphonion. Heavily rusted (will require wire brushing and spray painting) but playable. 10 for $10.00; 20 for $17.00.
13" Ariston (cardboard) discs. @$4.00; ten for $35.00.
14" Crown. @$5.00; ten for $39.00.
14" Olympia. @$5.00; ten for $39.00.
15" New Century. @$5.00; ten for $39.00.
15½" Polyphon or Regina. @$4.00; ten for $39.00; 50 for $175.00; 100 (all different) for $345.00.
18½" Mira or Empress. @$6.00; ten for $55.00.
Larger disc prices on request.

SPECIAL DISC ASSORTMENT! Decorate the walls of your music room! Ten different types of music box discs, our choice, for just $19.75 the lot – and we'll pay the packing and postage charges. This is an ideal way for us to clear out odds and ends of discs – and a cheap way for you to decorate a room in an interesting manner!

Organ Rolls

Aeolian Grand rolls – for the Aeolian Orchestrelle. @$2.00; ten for $19.00; 50 for $89.00.
Angelus or Symphony (Wilcox–White) player reed organ rolls. Paper width of 10¼" @$1.75; ten for $15.00; 100 for $125.00.

Other types of music box discs, nickelodeon rolls, organ rolls, etc. are in stock now or come and go with frequency. Send us your want list (of types; not tunes).

We are in the market to buy all types of discs (in quantities of 10 or more at once) and music rolls – with the exception of 88-note home player rolls. Please quote.

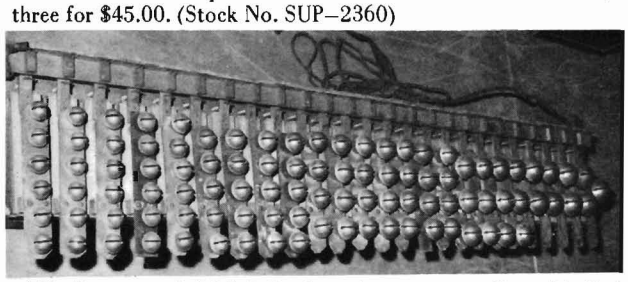
Accordion from Hupfeld Orchestrion. A beautiful quality accordion that once was part of a large Hupfeld orchestrion. Can be adapted for use on any coin-operated player or do-it-yourself orchestrion! These large accordions are fun to watch – and they put out a goodly volume of music. Our earlier offering of accordions from dance hall organs was completely sold out – and we returned many orders. These choice Hupfeld accordions (we have 2 in stock) should sell quickly. Each is in an oak case with a beveled glass front door – ready to set on top of a player piano. Pneumatic stack of accordion will need rebuilding – it is built like a regular piano stack. Net @$495.00.

Nickelodeon piano reed units. These units consists of two blocks, each holding a double set of reeds covering a two octave (24 note) range –48 reeds in all. Pressure operated. These are the reed blocks and organ reeds only – you will have to build a chest to operate them. These were once popular additions to nickelodeon pianos. For instance, Mr. Charles Kahlman of New Jersey, a route operator years ago, used to add these to Wurlitzer nickelodeons. Several sets available at $99 per set of 48 reeds. Ask for "coin piano reed unit" when ordering. These are fairly small and will be shipped postpaid.

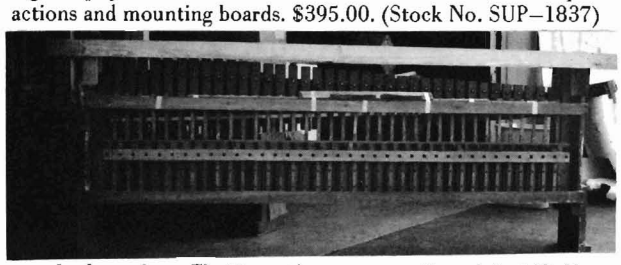
Art Glass for Seeburg J orchestrion – rare style similar to that pictured on p.94 of "A Guidebook of Automatic Musical Instruments." Dancing girl on checkered portico. Complete including wood door frames, center panel and two side panels. Glass in choice condition. Backlight it and use it for a colorful decoration in a hobby room or den. It is very, very beautiful! $395.00. (Stock No. SUP–2310)

Art Glass for Link nickelodeon. Two center panels for instrument similar to that pictured on p.111 of "Player Piano Treasury." Colorful and decorative. $195.00. Ask for "Link art glass" when ordering.

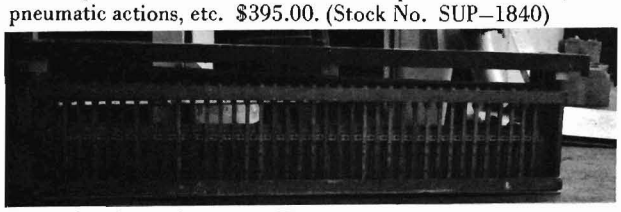
Beautiful beveled mirror panel from center front of Pierre Eich Super Violin piano. Obtained from the factory when it closed down in 1939. Never used. About 1½' high, 1' wide – made of many separate beveled mirrored panes. Good for decoration now. @$19.00; three for $45.00. (Stock No. SUP–2360)



Set of Wurlitzer tuned sleigh bells from theatre organ. Several bells for for each note are mounted on a shaking pneumatic action. Interesting and popular. Choice condition – includes bells, electro-pneumatic actions and mounting boards. $395.00. (Stock No. SUP–1837)



Large xylophone from Wurlitzer theatre organ. Tuned A=440. Note range is from C to C; 37 notes in all. Measures 7' long, 3' high and 11" deep. A beautiful-condition unit complete with all bars, electro-pneumatic actions, etc. $395.00. (Stock No. SUP–1840)



Large set of orchestra bells from Wurlitzer theatre organ. Same scaling, condition, completeness and size as the above xylophone. $395.00. (Stock No. SUP–1841)

Music Box mandolin or zither attachments. The metal parts of these are in excellent condition. Each will require a new paper damper. These are ornate original parts taken from music boxes of the late 19th century.

9" wide mandolin attachment. $14.00 (Stock No. SUP-1879)
7" wide mandolin attachment. $9.00 (Stock No. SUP-1878)
4" wide mandolin attachment. $9.00 (Stock No. SUP-1877)
11" wide mandolin (or damper) attachment. $14.00. (SUP-1876)
9" wide mandolin attach. Very ornate! $16.00. (SUP-1875)

Peerless nickelodeon vacuum pump. Vertical 3-part pump. 23" high, 14" wide (incl. side box), 6" deep. Wood and cloth components of a nickelodeon pump from the c.1905-1920 period. (SUP-1874)

Complete nickelodeon vacuum pump assembly originally from Electrova (nee Pianova) 44-note piano, but adaptable for other uses. Pump, mounting board, flywheel, bearings. $49.00. (Stock No. SUP-1872)

Wurlitzer Mandolin PianOrchestra pneumatic stack. (Or suitable for cabinet style - not keyboard - Philipps Pianella). Some pneumatics are missing, but the essential parts are intact. Will require complete rebuilding. 4'9" long, 10" wide and 13" high. $95.00. (Stock No. SUP-1869)

Wurlitzer vacuum pump with sustaining reservoir. Unrestored, and not as choice as the other Wurlitzer pumps offered here. Painted green and recovered in leather long ago. 3'5" overall length; 10½' wide and 9" deep. $39.00. (Stock No. SUP-1868)

anos and orchestrions. Nearly 100% complete including the tracker bar. In excellent much-above-average condition. Choice and worth more than $195.00. (Stock No. SUP-1867)

Peerless nickelodeon piano pump. Wood and cloth parts. 23½" high, 10" wide, 5" deep. $15.00. (Stock No. SUP-1866)

Wurlitzer coin piano vacuum pump. Complete pump sticks still attached. 24" long, 10½" wide, 6" high. $59.00. (SUP-1864)

Wurlitzer coin piano vacuum pump. 23½" long, 10½" wide and 7" high. $49.00. (Stock No. SUP-1862)

If you're building your own orchestrion or rebuilding an old one you will find many interesting parts and supplies listed here! If we can give you further information concerning the applicability, etc. of any part do not hesitate to ask! We're in the market for supplies and parts, too – as an item which is not useful to you may be just the thing for which another collector has been patiently searching.

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3 brass racks for 27" Regina automatic disc-changing music box. Rack supports and upright brass rods. A few rods missing. The group for just $39.00. (Stock No. SUP-1860)

Set of metal orchestra bells of unknown parentage - but probably from a band organ. Not chromatic, but scaled as follows: C, D, E, F sharp, G sharp, A sharp, C, etc. With resonators and housed in the original wooden frame. Without strikers. Possesses a brilliant tone! $69.00. (Stock No. SUP-1775)

Cremona Style 3 coin piano glass front & frame. Quartered oak panel inset with 3 glass panes, 2 of which have the canary motif. Ex. Cremona Style 3 piano. Pretty! $49.00. (Stock No. SUP-1753)

Western Electric nickelodeon pump, reservoir, crankshaft, etc. - complete intact unit from Western Electric coin piano. Suitable for use in others. $75.00. (Stock No. SUP-1747)

Mounting box for theatre organ xylophone bars. 61" long wooden box including metal resonators (some of which are cracked) for 29-note Deagan xylophone. $15.00. (Stock No. SUP-1746)

Nickel coin chute of the zig-zag type originally made for the Wurlitzer Automatic Harp but adaptable to other instruments. 17" long (but shortenable). $5.00. (Stock No. SUP-1745)

D.C. motor originally used on a Wurlitzer Harp - but suitable for other small instruments as well. Not convertible to A.C. - so do not order unless you have direct current or a rectifier. $5 each; five motors for $20.00. (Stock No. SUP-1744)

Base frame for music box which measured (box measurements - not frame) 24½" wide by 8½" deep. Ebony finish. $9.00. (Stock No. SUP-1732)

Pneumatic wind-motor drive for Link aircraft trainer! This has nothing to do with nickelodeons - but it is an impressively large unit (about 1' on a side) and is a nice "association" item for a museum exhibit. Has 20 windmotors! $17.50. (Stock No. SUP-1729)

Pipe organ motor/blower unit. Large motor-driven centrifugal blower unit. ½hp single phase 110v. motor. 28" diameter barrel on

blower. $95.00. (Stock No. SUP-1723)

Brass spiral-design idler arm for Regina 27" changer. With wheels to hold disc against comb. $19.00. (Stock No. SUP-1722)

Symphonion music box case for U.S. made Imperial Symphonion - but made by the same firm (or at least a *very, very close copy of Regina*) that made Regina cases. Usable for a mechanism of the c.15" to 20" disc size. Box measures 29" wide, 23" deep and 12" high. $65.00. (Stock No. SUP-1690).

Empty cylinder box case. 23" wide, 11½" deep and 9" high. Ornate box with beautifully inlaid lid. $65.00. (Stock No. SUP-1685).





Ornate Tiffany & Co. Clock Set

This clock set, sold during the early part of the 20th century by New York's famed Tiffany & Co., is breathtaking to behold. Made of brass with gilded trim and inset with onyx it is a beautiful showpiece for a sideboard or mantle.

The entire group consists of a center unit and two (wired for electricity) candelabra of perfectly matching design and appearance.

The center unit measures 21" high, 15" wide and 9" deep. The candelabra stand a few inches higher.

The center part contains a clock with an enameled face. It chimes each hour on the hour. To the sides of the clock are a mercury thermometer and a barometer.

In the center is an allegorical goddess surrounded by a "waterfall" of fifty rotating spiral glass rods. When the clockwork mechanism is wound the waterfall will operate for several hours. A tiny lamp behind the waterfall contributes to the shimmering, sparkling brilliance of this diorama.

The unit is in excellent mechanical condition; the clock and waterfall clockwork have been recently cleaned and reconditioned.

This elegant jewel of a set will enhance the most comfortable surroundings. Beautiful! $1995.00. (Stock No. ANT–2109)

As We Go to Press . . .

Interesting and Important Last-Minute Additions . . .

Below are listed items which arrived too late for listing in this catalogue or, in other instances, are on their way to our offices and should be here soon. If something piques your fancy, let us know and we'll send more information . . .

Seeburg coin pianos – Styles L, K (with xylophone), KT (xylophone & traps), E (keyboard style w/xylophone). Seeburg "Pipe Organ Orchestra" photoplayer.

Welte Vorsetzer push-up reproducing piano player.

Chickering Style B Ampico reproducing grand piano.

Regina 15½" disc-changing music box in "as is" condition with many gears stripped, etc. Another one, this one in choice condition and with an art glass front.

Regina 27" changer – late style in oak case.

Regina 15½" changer – in scarce square-front case.

Marshall & Wendell upright Ampico reproducing piano.

Popper & Co. "Salon Orchestra" Magnificent cabinet style orchestrion with moving scene on front. Available now. Write.

Hupfeld Helios Orchestrion. Style Ib/29 with Hupfeld automatic roll changer. Available now. Write.

Kalliope music box with bells. With diorama of racing horses (which move as the music plays) on front. Case in rough condition.

Regina cabinet which once held 15½" mechanism. Mechanism and top lid gone. Identical to that pictured at the lower right of p.133 of "Player Piano Treasury." Golden oak. $49.00.

Very large Gavioli fairground organ with some parts missing. If you want to do a *lot* of work yourself this will eventually be a fantastic instrument.

"Eroica" 3-disc Symphonion in upright case. Also a complete mechanism for the 3-disc Symphonion, but without case.

Wurlitzer Style C upright orchestrion.

Coinola cabinet orchestrion with piano, mandolin & pipes. Uses "O" rolls. One of the popular Coinola "Midget Orchestrions."

Very impressive interchangeable cylinder Swiss orchestra box, but has sustained fire damage and needs a lot of work.

Hupfeld Phonoliszt reproducing piano; upright style with 4-roll automatic changing mechanism.

Philipps Paganini (also sold by Wurlitzer) reproducing piano w/delicately toned violin pipes.

Swiss musical chalet – an exceptionally large early ornate one.

Broadwood Ampico upright reproducing piano. Superb quality.

Mills Novelty Co. automatic violin-playing mechanism similar to that intended for use in the Violano–Virtuoso. This was made to be played from a theatre organ keyboard!

Not musical – but interesting! Just purchased – a group of a half dozen carved oak (many with art glass panels) sideboards averaging about 4' to 5' wide and 7' high. Nice for storing rolls – or just for decoration! Do your own refinishing & minor woodwork and save $$$

Wonderful Marionette Stage complete with remote control console, automatic stage lighting and other effects. The ultimate in professional equipment. In mint condition. Custom made a few years ago. A replacement would cost close to $5,000.00. Offered at $1995.00 Ask for photos of this elaborate set of equipment!

Set of six leaded glass panels from home. Green and purple diamond pattern. Nice for building into a breakfast nook, etc.

Herschede Hall Clock Co. grandfather's clock manufactured circa 1961. This, the most elegant grandfather's clock in the Herschede catalogue a few years ago, listed for close to $2,000.00. It stands about 7' high, has an ornate glass fronted and sided case with a brass dial. Above the dial is a phases-of-the-moon movement with a colorful scene. The clock chimes on the quarter hour. On the hour it plays your choice of Westminster, Whittington or Canterbury chimes via a large and showy set of tubular chimes (a dozen in all!) which are visible through the front glass. $995.00. Ask for "Herschede clock" when ordering.

Berry-Wood nickelodeon piano. A real wreck! The case is disassembled, the art glass is gone and some other parts are missing. We can't possibly describe in print how poor this one is – so we don't want to sell it sight-unseen (you'd never forgive us!). However, if you are coming this way, make an appointment to see it – and, if you like it, it yours for less than $150.!

Peter Pan collapsible phonograph. Myriads of parts disassemble easily and fit into a camera-like box. A real Rube Goldberg invention! Interesting for the phonograph museum or collector.

OUR CUSTOMERS WRITE . . .

"Thank you for your recent help in supplying the Coinola X pump. It was excellent. . ."

—M.D.L.
St. Louis, Missouri

"Thank you for your Catalogue No. 8. . . Ironically, the day before I received the catalogue I checked out a rumor about an old organ in southern Indiana, and found the Welte you described on page 5. I had a long chat with two of the Zaharakos brothers and enjoyed a number of tunes on the Welte.

I recently acquired a Western Electric Selectraphone as pictured on page 70 of your book, "Put Another Nickel In."

Here's one for your 'small world' stories. . . after tracking down several leads in Ohio a couple of weeks ago, I finally found a Seeburg E in the back room of a bar. The E was no longer in playing condition. The following day, I finally met the owner and it turned out that his great grandmother was my great grandmother's sister – but I guess the love of coin pianos is greater than blood relation, because I couldn't get him to part with the nickelodeon!"

—F.R.
Wabash, Indiana

"Although I haven't met you, after receiving and reading the catalogues you have sent to me I feel as an old friend. The catalogues are a wonderful source of information for anyone interested in mechanical music makers. The background of the various instruments and manufacturers makes mighty interesting reading for me. . .

I have been involved with pianos for some time. In recent years I have been doing more and more player work. It has been enjoyable for me – and there's a certain satisfaction in taking an old, beat up instrument and making it play and work as well as new. It gives one a sense of accomplishment one rarely finds in everyday endeavors. . . Keep your catalogues coming."

—G.W.W.
Cleveland, Ohio

"The Jazz Orchestra (Bursens dance organ) arrived and everything was in extra good shape. It is now set up and playing, and it sounds great. Everyone likes it immensely..."

—D.P.
Capitol Flag Co.
Houston, Texas

"I want to thank you for the fine 19 5/8" Polyphon music box. . . It arrived in the very best of shape. I am looking forward to doing more business with you in the near future."

—W.C.R.
APO Seattle, Washington



"Your catalogue and letter were received today. Thank you. 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. I especially enjoyed hearing the band organ and the calliope. . .

Incidentally, Terry, I told you that I knew the tune playing on that orchestrion in your showroom the other day – Well, I woke up the next morning and remembered it was "Walking the Dog" – we had it on an old phonograph record around 1917 or 1918. Thanks again for a most pleasant visit."

—P.T.
Turner Brothers Circus
San Diego, California

"The Decap dance organ arrived on the 16th; and I must apologize for not having written to you before this. The music roll business is really humming along now.

The organ seems to be all that you said it was. The pipework is fine, and the general condition of the instrument is exceptionally nice. I'm very pleased with it, so you can add me to your list of satisfied customers. . ."

—L.G.
Givens–Gourley, Inc.
Wexford, Penna.

"I wrote to the firm that used to be the Hupfeld factory (now making pianos, not players, under another name) seeking to buy a Hupfeld orchestrion. They suggested that I write to you in America. Imagine that!

I would like to buy something in the way of a medium-size orchestrion for my home. I haven't the room for something huge, but, on the other hand, I do want it to have a lot of instruments in it and I want it to be able to play fine music. If you have anything like this for sale or if you issue catalogues, could you let me know?

My father remembers some wonderful Hupfeld orchestrions here long ago but, alas, they have all disappeared now."

—H.V.
Berlin, West Germany

"This (piano/pipe-organ) is the third instrument I have purchased from you, and each one delights me more than the one before it. Thank you for the excellent quality and the cheerful answers to my questions. You can count on getting a lot more business from me. . ."

—D.B.
New York, N.Y.

"The orchestrion I bought from you is a wonderful addition to our home. Everyone enjoys it thoroughly. I never dreamed that a hobby could be so interesting."

—W.B.
Los Angeles, Calif.

We Want to Buy!

We are always in need of entire collections of music boxes, orchestrions, nickelodeons, organs, etc. in all grades. We are not looking for bargains – we are willing to pay well for choice collections and individual pieces.

When you sell to Hathaway & Bowers, Inc. you will get a:

***Fair offer based upon our up-to-the-minute knowledge of demand and market conditions – and the low margin of profit our high volume of business permits.

***Immediate payment for all items purchased. You receive immediate cash payment in full – and we take care of all shipping arrangements.

***A pleasant transaction. You'll like the Hathaway & Bowers, Inc. way of doing business.

If you have one or a few pieces for sale – or an entire collection – write or call today. Your inquiry will receive our immediate attention.





Above: Saloon cash register (lowest denomination 5¢). Bright nickel case. National Cash Register Co. early 20th cent. $149.(Stock ANT–2320)

Left: American Bank Protection Co. (Minneapolis) bank alarm system in tall oak cabinet. Bright bells, switches, etc. inside! Interesting and attractive. $495.00. (Stock No. ANT–2320)

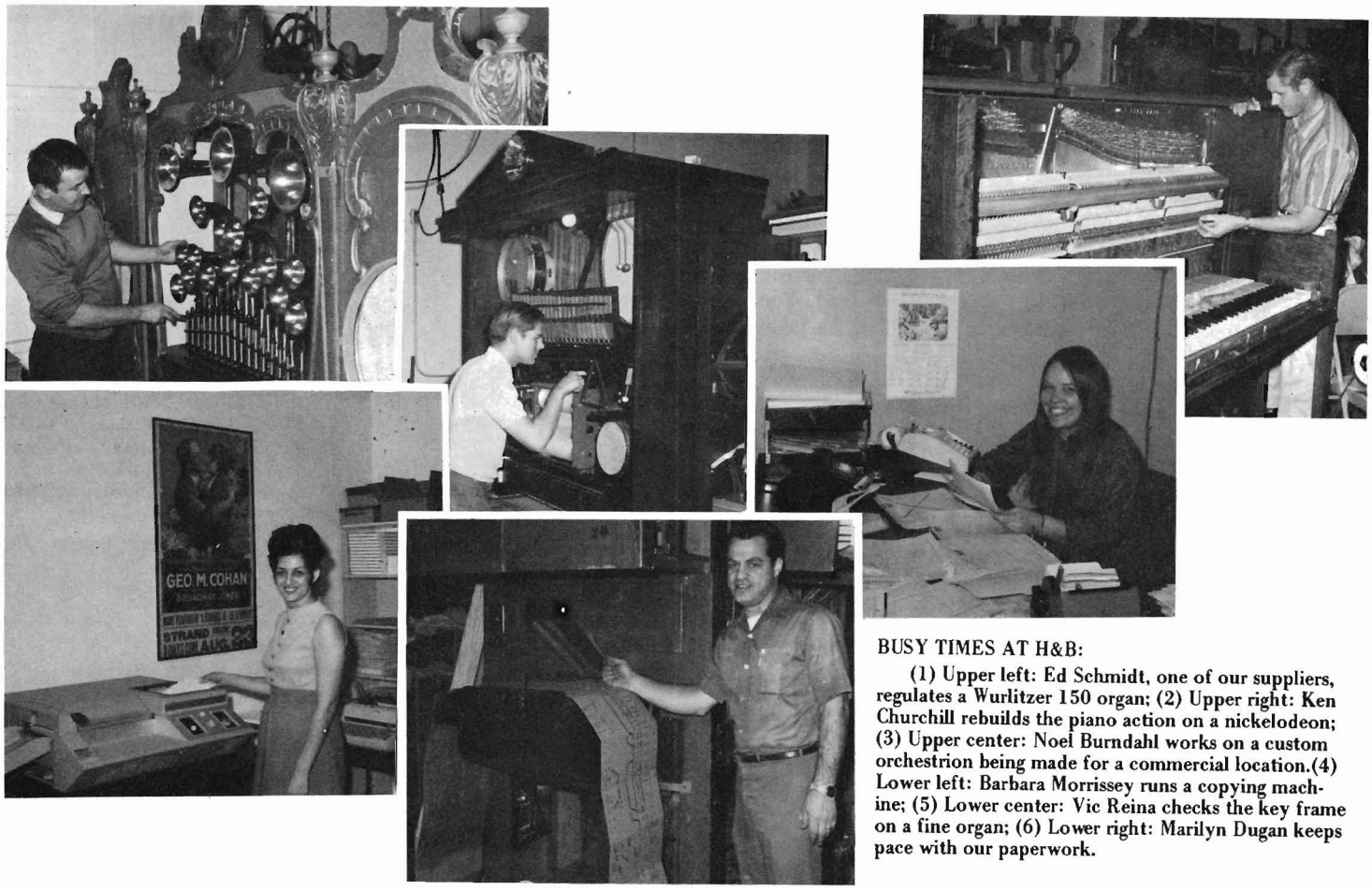


BUY ONE OF THESE ORIGINAL 19TH CENTURY TAVERN POSTERS FOR JUST $49.00! A $125.00 value! Limit: 1 per customer! With ANY order from this catalogue (a book, record, instrument, etc.) regardless of value, you will be entitled to purchase one copy of this original 19th century tavern poster! These have been sold in the $125.00 to $150.00 range in antique shops. While our supply of several dozen remains we offer them on a first-come, first-served basis of just $49.00 postpaid!

About 1890 the Eberhardt & Ober Brewing Co. issued colorful lithographed art posters for framing in taverns. In the course of demolishing some of the old buildings of the brewery a demolition contractor came across a group of mint-condition posters which had been there for over sixty years! We were able to purchase some of these, and paid $60.00 each for twenty of them (a total of $1200.00). Later, we were able to buy the remainder of the group for a lower price – thus we are able to offer them on a one-per-customer basis for just $49.00!

These are large GUARANTEED ORIGINAL posters in vivid ornate colors. They measure 46½" wide by 32½" deep. The scene portrays a colorful 19th century brewery at its best – with interesting buildings, a smoke-puffing steam engine, a trolley car, horses and horse-drawn carriages, decorative gardens with an ornate fountain, etc. Each poster is in absolutely mint condition with all colors crisp and bright. Your complete satisfaction is guaranteed. If, for any reason, your poster does not meet your expectations just return it within a week of receipt for an instant refund.

Just $49.00 postpaid!



BUSY TIMES AT H&B:

(1) Upper left: Ed Schmidt, one of our suppliers, regulates a Wurlitzer 150 organ; (2) Upper right: Ken Churchill rebuilds the piano action on a nickelodeon; (3) Upper center: Noel Burndahl works on a custom orchestrion being made for a commercial location.(4) Lower left: Barbara Morrissey runs a copying machine; (5) Lower center: Vic Reina checks the key frame on a fine organ; (6) Lower right: Marilyn Dugan keeps pace with our paperwork.

Meet other collectors, exchange information and ideas, have a good time!

Get more fun out of collecting – join the Musical Box Society! You'll enjoy belonging to the Musical Box Society, International – a worldwide non-profit organization that welcomes all those interested in old-time musical devices. A free descriptive booklet about the society and a copy of the latest issue of the Musical Box Society *Bulletin* will be sent on request. Write to the secretary: Mrs. Marguerite Fabel; 1765 E. Sudan Circle; Greenville, Mississippi 38701. Tell Mrs. Fabel that Terry Hathaway and Dave Bowers recommended that you write. We've both enjoyed being members of the society. You will too!



THE DONALD MAC DONALD COLLECTION

When it comes to collecting nickelodeons, Don MacDonald of Ballwin, Missouri, and his family are old-timers. Don's been at it since 1960 – and has a beautiful collection to show for it. Above, left to right, are his wife, Judy, his two daughters, Jan and Sue, and Don himself. The instruments are, in the same order: a Seeburg KT Special, a Wurlitzer LX and a Seeburg H (with a Seeburg G hiding in the background!). Some of our readers may remember the fine Seeburg H and the choice Link AX listed a few issues ago – both of these went to Don. Other instruments in the collection include a Reproduco, a single Mills, a Coinola X, a Regina changer and a Peerless.

The Mac Donalds do their own restoration work. Visitors to the collection are welcome, but a call in advance is a must – says Don.

ORDER BLANK

Enclosed is my remittance in the amount of $..... for which please send me the item(s) listed below. Bill me later for packing and postage (when this is not included in the price).

_____

_____

_____

_____

Place a checkmark in the space in front of each item desired – this will save you listing time for regular stock items. Be sure to write the number wanted (instead of a check mark) if you want more than one of an item–

( )"Whatever Happened to 1910" record in double album cover, net $5.95.

STEREO HI–FI RECORDS – the following records are available at $3.95 per single record; or $3.50 per record if ten or more are ordered at the same time. Numbers refer to our stock numbers (see page 78): ( )R-1; ( )R-2; ( )R-3; ( )R-4; ( )R-5; ( )R-6; ( )R-7; ( )R-8; ( )R-9; ( )R-10; ( )R-11; ( )R-12; ( )R-13; ( )R-14; ( )R-15) ( )R-16; ( )R-20; ( )R-21; ( )R-22; ( )R-30; ( )R-31; ( )R-32; ( )R-33.

Extra Special Offer: Set of three "Marvels of Mechanical Music" records (nos. R-31, 32 and 33), individual retail value at @$4.79 totals $14.37. Special price: Just $9.95, the set of three! Check here: ( )

REFERENCE BOOKS: Check the space before each item: ( )Rebuilding the Player Piano $6.95; ( )Player Piano Treasury $10.00; ( )Put Another Nickel In $8.95; ( )From Music Boxes to Street Organs $6.95; ( )Collecting Music Boxes and How to Repair Them $7.50; ( )Special Reprint Offer $14.95; ( )Keys to a Musical Past $2.00; ( )The Cylinder Music Box Handbook $6.00.

SPECIAL TAVERN POSTER OFFER (see page 85). Limit: one to a customer. Net $49.00. Check here ( ).

All hi-fi records, books and posters will be sent postpaid.

Name _____ Street _____

City _____ State _____ Zip _____

*California residents please add 5% state tax or furnish resale permit.

ARE your name and address correct on our mailing label? If not, please notify us of any changes.

If you want to remain on our mailing list but have not ordered $10 or more worth of items from this or our 1968 catalogues and have not sent a subscription, send $5 now OR THIS WILL BE YOUR LAST CATALOGUE FROM US. $5 subscription covers our next six catalogues. Check here: ( ).

In addition, the following items are on my "want list" – please advise me (without obligation) of the condition and price if any of these become available in the near future:

_____

_____

_____

Use extra paper for additional want list items, comments, etc. Telephone us COLLECT to reserve any instruments in this catalogue listed at $100.00 or more. Happy collecting!



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Directors:
TERRY HATHAWAY
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"The Good Old Days" – This photograph, taken at the 1893 Columbian Exposition in Chicago, shows the exhibit of Mermod Freres of St. Croix, Switzerland. Note the array of cylinders hanging on the wall.

TABLE OF CONTENTS

– A guide to this issue –
Editorial material; news, pp.1–2
Musical Quiz, p.3
Questions & Answers, 4–5
General Info.; Terms of Sale, 6
Regina music boxes, 6–9
Monopol music box, 9
Polyphon music boxes, 10–12
Symphonion, Adler boxes, 12
Capital "cuff" box, 13
Cylinder & orchestra boxes, 14–18
Flute-playing clocks, 18–19
Paper roll organs, 19–21
Wilcox-White organ, 22
Regina Sublima, 22–23
Mills Violano Virtuosos, 23–26
Nickelodeon pianos and orchestrions by Weber, National, Hupfeld, Peerless, Link, etc. 26–37
Wurlitzer PianOrchestra, 38–41
Poppers orchestrion, 42
Duo-Art reproducing piano, 42
Hurdy-gurdy & circus organ, 43
Reproduco, 44
Special deal on Arburo, Mortier, Decap organs – dispersal of the fabulous Bursens warehouse hoard, 45–54
Wurlitzer photoplayer, 55–57
The American Photoplayer Co., a history *by Tom B'hend*, 58–63
Style 45 Fotoplayer for sale, 63–66
Fabulous Koenigsberg circus organ! (about 30' wide!), 67
Deagan Una–Fon, 68
Phonographs, including some rare ones, 68–70
The Robert Johnson Collection of S.S. Stewart banjos together with notes from the former owner, 70–75
"Whatever Happened to 1910?" an experience in stereo, 76–77
Special prices on interesting hi-fi records, 78–80
Reference books, 80–81
Parts, supplies, music box discs, rolls, organ parts and general interesting items, 81–83
Last minute nickelodeons, reproducing pianos, music boxes, etc. "As we go to press.", 83
Letters from our customers, 84
Antiques, Special tavern poster deal, 85
Around the office, 86
The Musical Box Society, 86
The Don MacDonald family collection, 86
Order blank, 87 (inside back cover)

SO ENDS OUR CATALOGUE . . .

We hope you've found an item or two of special interest. We shall look forward to hearing from you by telephone or letter. If you have any questions concerning any item, do not hesitate to ask for more information.

Collecting is a pleasure when you do business with Hathaway & Bowers, Inc. We'll do all we can to make this fascinating hobby even more enjoyable for you!

Thank you for your valued business.

——Terry Hathaway
——David Bowers

H AND B
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