

ASSOCIATION OF PIANO DEALERS OF AMERICA.

and Pennsylvania Avenue, May 10, 11 and 12, 1906.

THE World's Columbian Jury of Experts gave W. W. Kimball Co. the award for superlative merit. Kimball Pianos also received the only gold medal at the Omaha Exposition of 1898. The Kimball product is made famous through its use and recognition by hundreds of the world's present-day masters. It comprises:

Kimball Reed Organs
The first of their kind to be brought within the reach of the masses.



Kimball Pianos
In use by the public and the profession more generally than any other.

Kimball Piano Players
Remarkable instruments, which enable any one with very little practice to render upon any piano the most simple or difficult composition with ample execution and adequate interpretation.

Kimball Pipe Organs
The masterpieces of the world; in use in the most prominent residences and churches from New York to San Francisco.

All component parts of the above instruments are manufactured in the Kimball Factories, Chicago, Illinois.

T. P. CULLEY, Agent,
W. W. KIMBALL CO.

523 Eleventh Street Northwest.

"THE COSMOPOLITAN PIANO STORE."

You'll Choose From "Quality" Pianos When You Buy Here.

WE have built up a piano business of generous proportions simply by being prepared to satisfy the greatest number of people—people with different ideas.

More than ten different high-grade makes are represented in our stock of Pianos. They are all worthy instruments that we can recommend and guarantee.

HARDMAN PIANOS.

SOHMER PIANOS.

VOSE & SONS PIANOS.

SHONINGER PIANOS.

Of the entire line, perhaps the most notable instruments—those that will appeal most forcibly to discriminating buyers—are the HARDMAN, the SOHMER, the VOSE & SONS and the SHONINGER Pianos. Each possesses distinctive merits that find favor with the finished performer as well as the beginner.

We invite you to view these instruments at your pleasure. If you decide to buy we will arrange the terms of payment to your satisfaction.

O. J. De MOLL & CO., 1231 G Street.
Leading High-grade Pianos.

HUGO WORCH, Established 1879.

A Piano

to represent the highest perfection should possess volume, richness, brilliancy of tone and delicacy of touch, coupled with the use of the best possible materials IN CONSTRUCTION, and the experience that is only obtained by a lifetime endeavor to reach the highest perfection possible.

Every Desirable Improvement that has been invented during the past 50 years is found in the

Worch Pianos

resulting in an instrument receiving the unqualified endorsement of the leading musicians, and delighting all who have purchased one.

Try Our Piano!

We rest our claims to your patronage on the

Absolute and Pre-eminent Excellence of Our Instruments.

HUGO WORCH,
923 F Street N. W.

WHOSELL MELODY

Dealers to Meet in Convention Here Tomorrow.

PROGRAM OUTLINED

of Entertainments Planned for the Visitors.

PROMINENT SPEAKERS

Officers, List of Officers to be Elected and Topics for Discussion.

men who make music, the members of the National Piano Manufacturers' Association, having had their innings, the melody, comprising the membership of the National Association of Piano Dealers of America, will hold forth in this beginning tomorrow, when they will their fifth annual convention at the Willard Hotel.

number of sturdy, prosperous looking men, who had their meetings in the lobby of the Willard Hotel. They were a sort of halo about them and were readily distinguishable as delegates to the music. They talked music, looked music, and did everything else musical lines but sing and play. They were men who control the melody market of the United States. The following have also been nominated: Executive board—R. T. Cassell, Denver, Col.; C. R. Putnam, Boston, Mass.; J. T. Wamsink, Cleveland, Ohio; J. P. Simmons, New Orleans, La. Membership committee—J. O. Twitshell, Chicago, Ill.; Platt P. Gibbs, Chicago, Ill.; G. Q. Chase, San Francisco, Cal. Press committee—Consisting of three

May 10, 10 a.m., final business session; 2:30 p.m., reception by the President of the United States at the White House.

The National Officers.

The present national officers of the dealers' association are: President, Philip Werlein, New Orleans, La.; first vice president,



J. B. Byrne, President-elect.

J. P. Byrne, Chicago, Ill.; second vice president, W. H. Currier, Toledo, Ohio; third vice president, F. A. Leland, Worcester, Mass.; fourth vice president, G. W. Nicola, Baltimore, Md.; secretary, Percy S. Foster, Washington, D. C.; treasurer, E. H. Droop, Washington, D. C.

The officers nominated by the nominating committee to serve until May 15, 1907, and to be voted for during the convention are: President, J. B. Byrne, Chicago, Ill.; first vice president, B. B. Crew, Atlanta, Ga.; second vice president, W. H. Currier, Toledo, Ohio; third vice president, C. A. Grinnell, Detroit, Mich.; fourth vice president, E. H. Droop, Washington, D. C.; secretary, Percy S. Foster, Washington, D. C.; treasurer, D. E. Wolley, Philadelphia, Pa. The following have also been nominated: Executive board—R. T. Cassell, Denver, Col.; C. R. Putnam, Boston, Mass.; J. T. Wamsink, Cleveland, Ohio; J. P. Simmons, New Orleans, La. Membership committee—J. O. Twitshell, Chicago, Ill.; Platt P. Gibbs, Chicago, Ill.; G. Q. Chase, San Francisco, Cal. Press committee—Consisting of three

members to be appointed by the president. Resolutions committee—Consisting of three members to be appointed by the president. Freight bureau—Consisting of five members to be appointed by the president.

Topics for Discussion.

The following topics have been assigned for discussion during the business sessions: Mr. W. P. Dorrough, "Organs and Their Relation to the Piano Trade"; Mr. Louis F. Geisler, "Talking Machines and Their Relation to the Piano Trade"; Mr. J. P. Byrne, "How Will the Interior Piano Player Affect the Piano Business? Will It Arouse More Interest in the General Public? What is the Best Method of Handling Piano Player Music Rolls and a Circulating Library of the Same?" Mr. J. H. Williams, "How to Organize and Manage a Sales Force in Order to Get the Best Results"; Mr. R. T. Cassell, "How to Make Country Business Pay—Is it Better to Work by Men on the Road or Branch Stores?—Should Compensation Be on a Salary or Commission



B. B. Crew, First Vice President.

basis?" Col. F. B. T. Hollenberg, "The Advantages of Exposition of Pianos and Organs and All Musical and Allied Industries so Far as the Product is Finished"; Mr. J. P. Simmons, "Advertising and a Way to Regulate Fake Propositions Which Are Published in the Press by Various Houses

from Time to Time"; Mr. Henry Dreher, "The Association a Clearing House of the Music Trade"; Mr. W. P. Van Wickie, "Value of Local Associations." In addition to the above the following topics have been suggested for discussion in open meeting: "What May Dealers Do to Meet Mail-order Competition?" "How May



E. H. Droop.

Cash-down Payments and Monthly Installments Be Increased for the Betterment of the Dealer and His Creditor, the Manufacturer?" "Collections." "Terms on Time Sales." "One-price System." "Observations of Territorial Lines." "Advertising Your Own Line of Goods." "Method of Handling the Payment of Commissions." "Shall the Manufacturer Name the Price at Which His Product Shall Be Sold?"

Speakers Expected.

The following are expected to deliver addresses at the annual banquet of the association Tuesday evening: Charles W. Fairbanks, Vice President of the United States; Leslie M. Shaw, Secretary of the United States Treasury; H. B. F. Macfarland, president Board of Commissioners, D. C.; Representative J. Adam Bede of Minnesota. President H. Paul Mehl of the National Piano Manufacturers' Association.

It is said that members of the National Association of Piano Dealers of America everywhere sympathize deeply with those who have suffered from the terrible calamity which visited the city of San Francisco

recently. Suitable official action will be taken during the business session of the convention in this city May 14, 15 and 16. A large visitation of dealers from the Pacific coast had been expected to attend the meeting, and it is even now possible that most of those who had made their plans to come east will be present, notwithstanding the seriousness of the catastrophe. The piano dealers of the United States have joined liberally in donations toward the relief of the sufferers, and it is barely possible that even additional assistance may be tendered direct to the piano dealers if needed.

The Manufacturers.

The Association of Manufacturers of Pianos, lately in session here, gave a reception and concert in the ball room of the New Willard last night. Many of the members of the Manufacturers' Association will remain in Washington to attend the annual convention of the National Piano Dealers' Association.

The National Piano Manufacturers' As-



D. E. Wolley, Treasurer-elect.

sociation of America adjourned yesterday, but one session being held, and only business of a routine character was transacted. The executive committee which will serve for the ensuing year, is as follows: Western states—E. H. Story, Chicago, chairman;

A. S. Bond, Fort Wayne, Indiana, and Frank A. Lee, Cincinnati, Middle states—Charles H. Parsons, New York city, chairman; H. Paul Mehl and Charles Jacob, also of New York. Eastern states—Handel Pond, Boston, chairman; George F. Blake and E. N. Kimball, also of Boston. Yester-



Percy S. Foster.

day afternoon the delegates were received by the President.

HAS A LARGE TRADE
SUCCESS ATTENDING BUSINESS
WHICH BEGAN IN 1879.

Occupying exclusively one of the largest buildings on the city's main thoroughfare, and displaying to its patrons some of the finest pianos and piano-players in the city, the F. G. Smith Piano Company, at 1225 Pennsylvania avenue, has what is declared to be one of the biggest trades in this line in the city.

The Smith Piano Company's main offices are in Brooklyn, N. Y., and its factory is located at Leominster, Mass., where it makes the Bradbury piano. In 1879 this concern opened a modest store in this city,

and sent Mr. W. P. Van Wickie to serve as the manager. He at once demonstrated that there would be success of the venture and the increase in business came. In 1903, it assumed such a large proportion, that a separate company for this city was formed, and the following officers were elected: President, F. G. Smith, vice president, W. P. Van Wickie; treasurer, F. G. Smith, Jr.; secretary, A. J. Powell; general counsel, J. J. Darlington.

Besides selling the company's own make, the Bradbury piano, the local firm is agent for the Chickering piano, the Webster, Whittier and the Beckley, and for the Apollo piano player.

To accommodate the ever-growing business, the company built the handsome, five-story structure at 1225 Pennsylvania avenue, running through from the avenue to E street. On the main floor, pianos are displayed; and there also are located the general offices and the sales department. On the upper floors are the repair shops and storage rooms. More than 200 pianos are carried in stock at all times. Through this office are handled all the instruments sold in the south, where the Bradbury is very popular.

Mr. Van Wickie, the local manager, has not only been successful in building up what is rated as an enormous piano trade in the city, but has become identified largely with the development of the city. He is the treasurer of the Board of Trade, a member of the National Geographic Society and of the Columbia Historical Society, and of several of the Masonic orders.

AMONG THE LARGEST

D. G. PFEIFFER'S PIANO ESTABLISHMENT ON F STREET.

The fact that D. G. Pfeiffer, the piano dealer of 1328 F street northwest, has been compelled every few years to seek larger quarters for his store, for the accommodation of his patrons and for the exhibition of his instruments, is cited as an indication of the important place which he has in the local piano trade. He began business in this city in a small way, eighteen years ago, with a store on 11th street, and his business has, it is stated, shown a steady growth since that time, until the present. He now occupies one of the largest piano stores in the city. Besides the store here he is running four branch stores in Maryland, Virginia and in North Carolina, respectively. He also has representatives who take orders from people throughout all the neighboring states.

A great part of Mr. Pfeiffer's success as a piano dealer is due, it is claimed, to the fact that he has a large stock of pianos on hand. (Continued on Tenth Page.)

Chickering

And Other

PIANOS

1328 F St.,

Washington, D. C.

A Natural Mineral Water.

WHY Sheboygan Mineral Water

is better than Imported at HALF THE PRICE.



BECAUSE SHEBOYGAN comes through granite rock at a depth of 1,475 feet.

BECAUSE SHEBOYGAN is the only Natural, Bright and Sparkling Pure Water impregnated with valuable Mineral Salts.

BECAUSE SHEBOYGAN today is sold by thousands of the best hotels, wine houses, clubs, bars, druggists and grocers.

Families supplied through your merchant. If your merchant does not keep SHEBOYGAN, Phone West 268-M., or send postal to—

J. E. DYER & CO., 3330 M ST. N. W.

In sales Sheboygan leads all mineral waters.

Put up in Quarts, Pints and Splits.

