

**SPLENDID EXHIBITS SHOWN AT HOTELS DURING THE CONVENTION—(Continued from page 97)**

charge of the Pan-American Band Instrument & Case Co. exhibit, which concern is a subsidiary company. President C. D. Greenleaf, of the Conn Corp., delivered an address on "Band Music and Community Spirit" at 2:30 on Tuesday afternoon, which was well attended. A complete exhibit of instruments was shown, featuring the special \$10,000 gold-jeweled saxophone, \$1,000 jeweled flute, \$5,000 jeweled trombone and a number of new instruments just produced, including a symphony oboe, new double French horn, new clarinet, a new sterling silver flute, a piccolo, and a new Victor drum for bands and grand opera orchestras, which is being used by the Metropolitan Opera Co. and John Philip Sousa.

**Connorsville Furniture Co.**

The Connorsville Furniture Co., of Connorsville, Ind., had an exhibit of console talking machines at the Congress Hotel, with Mr. Hawkins, of the company, in charge.

**Davenport-Treacy Co.**

The Davenport-Treacy Co. showed a full line of player-pianos and reproducing instruments in charge of George W. Allen, Corley Gibson, K. W. Curtis and Kirk Johnson, Jr.

**J. C. Deagan, Inc.**

Claud Deagan was in charge of the J. C. Deagan, Inc., exhibit in Room 870. This gentleman was assisted by A. N. Sorenson. A complete display of musical bells, xylophones, marimbaphones and percussion instruments was held. Deagan harps and celestes for organ builders were a feature of the exhibit.

**DeRivas & Harris Mfg. Co.**

The DeRivas & Harris Mfg. Co., of New York, had an exhibit of their product, including a reproducing upright, both at the Drake and at their warerooms in the Republic Building. R. B. Aldcroft and M. J. Kennedy were in charge.

**DeLuxe Player Corp.**

The DeLuxe Player Corp. exhibited special rolls for the Auto DeLuxe and Welte-Mignon equipped reproducing pianos, in charge of J. T. Gibson.

**Efficiency Electric Corp.**

Efficiency Electric Corp., of New York, had an exhibit of its True-Time electric motor for talking machines at the Stratford. It was in charge of A. J. Knapp, Western sales manager. E. P. Knapp, vice-president of the company, was also in attendance.

**Emerson, Lindeman and Schomacker**

The Emerson, Lindeman and Schomacker exhibits at the Auditorium Hotel excited great interest on account of the remarkable display of the Synchrona reproducing grands and uprights. Another feature of interest was the new improved model of Accompano device, by which a singer with the Synchrona reproducing instrument playing his accompaniment can control not only the expression but the tempo at will while facing the audience. Those in attendance were Col. E. S. Payson, W. S. Kimball, Alexander Jameson, Charles McConville, Warren C. Schwamb and Carl C. Jamison.

**Estey Piano Co.**

The Estey Piano Co., of New York, showed some of the principal numbers of their lines, including the Estey Welte-Mignon in both upright and grand models. Those in attendance were George W. Gittins, A. Dalrymple, Campbell Lorini, H. L. Day and George McNally. The exhibit was held at the Auditorium Hotel, where the new Estey Welte-Mignon attracted great attention.

**Carl Fischer**

Carl Fischer, New York, showed their full line of band and orchestral instruments and accessories and their publication at their Chicago branch, 432 South Wabash avenue, Louis V. Melecki and Harry Ruppell in charge.

**Jesse French & Sons Piano Co.**

Jesse French & Sons Piano Co., New Castle, Ind., had an extensive exhibit at the Congress Hotel. The features were the new Jesse French small grand, five feet two inches in length, and a new player style with a new scale and capo

d'astro bar. The new selling plan was explained to dealers and the attractive advertising copy for the dealers' campaign was on exhibition. Those in attendance were Jesse French, Jr., C. B. Lewis, C. F. Gross, Gus Brigham and S. Secoy.

**Goldsmith Piano Co.**

The Goldsmith Piano Co., Chicago, showed four of its best-selling player-piano models at the Stratford. The feature was the exhibition for the first time of a new ukulele attachment for which patents are pending. It was announced that the company will be ready for the trade with a new small grand the latter part of the Summer. President A. Goldsmith and Superintendent F. C. Johnson were in attendance.

**Fred Gretsch Mfg. Co.**

The Fred Gretsch Mfg. Co. had an attractive display of its line of musical merchandise at the Drake Hotel. President Fred Gretsch and William Brenner were in charge.

**Gulbransen-Dickinson Co.**

The Gulbransen-Dickinson Co. exhibited one of its well-known "White House" models in Room 839, with John Martin, player-piano expert, and J. J. Healy in charge. In addition to these two gentlemen were Walter Kiehn, H. A. Stewart, George McDermott, J. G. Hobson, W. J. Eden, A. G. Gulbransen and T. J. Mercer, also in attendance, and during the day John Martin demonstrated the Martin Method of Salesmanship and Player Piano Instruction. Two or three oil paintings of future Gulbransen national advertisements were hung about the walls of the room.

**Haag & Bissex**

The Haag & Bissex Co., Philadelphia, showed the Haag Ejector for filing records. Alfred Haag and E. Paul Hamilton attended.

**Haddorff Piano Co.**

The Haddorff Piano Co., Rockford, Ill., displayed a complete new line of grands, uprights and players in both the Haddorff and Clarendon lines. O. E. Johnson, E. W. Furbush, Charles H. Haddorff, W. B. Williams and H. C. Dinmore attended.

**Hallet & Davis Piano Co.**

The Hallet & Davis Piano Co. showed a full line of Hallet & Davis, Conway and Lexington pianos and players at the Stratford. Much interest centered around the Hallet & Davis Welte-Mignon. Those in charge were Carl C. Conway, J. L. Cotter, E. R. Laughead, R. R. Roath and James A. Stitt.

**Harponola Co.**

The Harponola Co., Celina, Ohio, in its exhibit at the Stratford showed eight models of Harponola talking machines, including three attractive new console models equipped with new automatic stops. W. A. Oates and H. L. Durbin were in charge.

**Hazelton Bros., Inc.**

Hazelton Bros., Inc., showed as their feature at the exhibit at the Drake the new Knickerbocker five-foot grand. Hazelton uprights in the Sheraton, Craftsman, Knickerbocker, Heppelwhite and Colonial styles were also shown. Those in attendance were William B. Plaisted, president, Kenneth Curtis, Walter Lund, Walter S. Gannon and others.

**Holland Piano Mfg. Co.**

The Holland Piano Mfg. Co., Minneapolis, Minn., had a fine exhibit of its piano and player products at the Stratford Hotel. Much attention was attracted by the new Style 4 Holland piano, which is but four feet four inches in height and meets the frequently expressed demand among the dealers. Secretary George B. Morrill, Vice-president and Superintendent James B. Sleeper and G. E. Spicer were in charge.

**Frank Holton & Co.**

Frank Holton & Co., of Elkhorn, Wis., held an exhibit in Room 511 with H. J. Charlton, sales manager, in charge, assisted by L. H. McQuestion. A complete display of band instruments was held in which the Holton saxophone

Clark cornet and Revelation trombone were featured.

**Imperial Player Roll Co.**

The Imperial Player Roll Co. had a display at the Drake Hotel, with T. M. Kavanaugh, vice-president, and Ted Heguin, sales manager, in charge. Every make of roll produced by this concern was exhibited, and tiny four-inch miniatures of large rolls were given away as souvenirs.

**Jackson Piano Co.**

The Jackson Piano Co., of Milwaukee, had one of the most attractive exhibits at the convention at the Drake. The little Miessner piano was shown, and also the Miessner upright player and the new reproducing instrument incorporating the "Autonomic" expression device, by which any player can be converted into a reproducing instrument. President C. H. Jackson and Sales Manager E. J. Jordan were in charge, assisted by W. H. Zastray and C. A. Bolz.

**E. P. Johnson Piano Co.**

The E. P. Johnson Piano Co. held an exhibit with President E. P. Johnson in charge, assisted by Miss Vera J. Ludwig, secretary and treasurer of the company, and W. H. Smith, traveling representative.

**Henry G. Johnson Piano Co.**

The Henry G. Johnson Piano Co., of Bellevue, Iowa, had an elaborate exhibit at its old convention headquarters in Rooms 200-202-204-206, Stratford. The feature of the exhibit was a brand-new four-foot-six player-piano equipped with the latest Simplex player action with automatic tracking device. While the exhibit was devoted entirely to players, it was announced that in the future they will make all of their styles in straight pianos as well as players. All players can be furnished equipped with the Electora reproducing device if so required. Those in attendance were Henry G. Johnson, president of the company; W. A. Johnson and John H. Bunte.

**W. W. Kimball Co.**

The W. W. Kimball Co., in its exhibit at the Drake, displayed the new Phrasophone player.

**Lem Kline Piano Co.**

The Lem Kline Piano Co. had an exhibit in Room 407, with President Lem Kline, Wilson Kline and Bert Kline in attendance. A complete display of Kline phonographs and pianos was held.

**Kohler & Campbell, Inc.**

Kohler & Campbell, Inc., showed the entire Kohler & Campbell line, including the Kohler & Campbell reproducing piano. President John H. Parnham, Vice-president Herbert Simpson and others were in charge.

**Kranich & Bach**

Kranich & Bach made an extremely attractive exhibit of the Kranich & Bach reproducing and straight grand pianos, including the Grandette in three styles, together with a full showing of uprights at their Chicago branch, 215 South Wabash avenue, with Helmuth Kranich, J. B. Schlosser, Frederick Grebe and Edward L. Mahoney in charge.

**C. Kurtzmann & Co.**

C. Kurtzmann & Co. held an exhibit in Room 329, with G. E. Mansfield in charge, assisted by H. A. Rice and Mr. Owen. President J. A. Hackenheimer was also on deck.

**Lakeside Supply Co.**

The Lakeside Supply Co., Chicago, showed at the Stratford the Electrophone talking machine, a complete line of accessories, Tonofone needles, Lyric records and the Chorister portable outing machine. Sales Manager S. R. Fritz was in charge.

**Lauter Piano Co.**

The Lauter Piano Co., Newark, N. J., displayed several styles of the Lauter-Humana. Handsome canes were given out as souvenirs. J. M. Cameron, C. E. Cameron, A. E. Schmalzigan and H. R. Bauer attended.

**Leabarjan Mfg. Co.**

The Leabarjan Mfg. Co., of Hamilton, Ohio, had an exhibit showing the various models of