

*2000–2001 Annual
Supplement to*

THE PIANO BOOK

BUYING & OWNING A NEW OR USED PIANO

LARRY
FINE





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BROOKSIDE PRESS • BOSTON, MASSACHUSETTS

Brookside Press
P.O. Box 178, Jamaica Plain, Massachusetts 02130
(617) 522-7182
(800) 888-4741 (orders: Independent Publishers Group)

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www.pianobook.com

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Printed in the United States of America

Distributed to the book trade by Independent Publishers Group,
814 North Franklin St., Chicago, IL 60610
(800) 888-4741 or (312) 337-0747

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ISBN 1-929145-03-9 (print edition)
ISBN 1-929145-05-5 (electronic edition)

NOTICE

Reasonable efforts have been made to secure accurate information for this publication. Due in part to the fact that manufacturers and distributors will not always willingly make this information available, however, some indirect sources have been relied upon.

Neither the author nor publisher make any guarantees with respect to the accuracy of the information contained herein and will not be liable for damages—incidental, consequential, or otherwise—resulting from the use of the information.

INTRODUCTION

Given the long time span between new editions of *The Piano Book*, it's impractical to provide in the book itself the detailed model and price data that piano shoppers increasingly seek. Similarly, updated information about manufacturers and products is needed in a timely manner. This *Annual Supplement to The Piano Book* is designed to fill that information gap. I hope this modest companion volume will effectively extend the "shelf life" of *The Piano Book* as a valuable reference work, and serve as an additional information resource for piano buyers and piano lovers.

Most years, this volume is published in August and contains both updated manufacturer and product information since the last edition of *The Piano Book* was published, and detailed model and price listings for the current year. This year, however, to coincide with publication of the fourth edition of *The Piano Book*, this *Supplement* is being published in November. Since the new edition of *The Piano Book* already has all the updated manufacturer and product information, this year's *Supplement* includes only the model and price listings.

Larry Fine
October, 2000

MODEL and PRICING GUIDE

This guide contains the “list price” for nearly every brand, model, style, and finish of new piano that has regular distribution in the United States and, for the most part, Canada. Some marginal, local, or “stencil” brands are omitted. Except where indicated, prices are in U.S. dollars and the pianos are assumed to be for sale in the U.S. (Canadians will find the information useful after translation into Canadian dollars, but there may be differences in import duties and sales practices that will affect retail prices.) Prices and specifications are, of course, subject to change. Most manufacturers revise their prices at least once a year; two or three times a year is not uncommon when currency exchange rates are unstable. The prices in this edition were compiled in the summer and fall of 2000.

Some terms used in this guide require special explanation and disclaimers:

List Price

The list price is usually a starting point for negotiation, not a final sales price. The term “list price,” as used in this *Supplement*, is a “standard” list price computed from the published wholesale price according to a formula commonly used in the industry. Some manufacturers use a different formula, however, for their own suggested retail prices, usually one that raises the prices above “standard” list by ten to fifteen percent so that their dealers can advertise a larger “discount” without losing profit. For this reason, price-shopping by comparing discounts from the manufacturers’ own suggested retail prices may result in a faulty price comparison. To provide a level playing field for comparing prices, all prices in this guide are computed according to a uniform “standard” formula, *even though it may differ from the manufacturers’ own suggested retail prices*. Where my list prices and those of a manufacturer differ, then, no dishonesty should be inferred; we simply employ different formulas. For most models, the price includes a bench and the standard manufacturer’s warranty for that brand (see *The Piano Book* for details). Most dealers will also include moving and one or two tunings in the home, but these are optional and a matter of agreement between you and the dealer.

Style and Finish

Unless otherwise indicated, the cabinet style is assumed to be "traditional" and is not stated. Exactly what "traditional" means varies from brand to brand. In general, it is a "classic" styling with minimal embellishment and straight legs. The vertical pianos have front legs, which are free-standing on smaller verticals and attached to the cabinet with toe blocks on larger verticals. "Continental" or European styling refers to vertical pianos without decorative trim and usually without front legs. Other furniture styles (Chippendale, French Provincial, Queen Anne, etc.) are as noted. The manufacturer's own trademarked style name is used when an appropriate generic name could not be determined.

Unless otherwise stated, all finishes are assumed to be "satin," which reflects light but not images. "Polished" finishes, also known as "high-gloss" or "high-polish," are mirror-like. "Oiled" finishes are usually matte (not shiny). "Open-pore" finishes, common on some European pianos, are slightly "grainier" satin finishes due to the wood pores not being filled in prior to finishing. "Ebony" is a black finish.

Special-order-only styles and finishes are in italics.

Some descriptions of style and finish may be slightly different from the manufacturer's own for the purpose of clarity, consistency, saving space, or other reason.

Size

The height of a vertical piano is measured from the floor to the top of the piano. The length of a grand piano is measured from the very front (keyboard end) to the very back (tail end).

About Actual Selling or "Street" Prices

Buying a piano is something like buying a car—the list price is deliberately set high in anticipation of negotiating. But sometimes this is carried to extremes, as when the salesperson reduces the price three times in the first fifteen minutes to barely half the sticker price. In situations like this, the customer, understandably confused, is bound to ask in exasperation, "What is the *real* price of this piano?"

* A relatively small number of dealers have non-negotiable prices.

Unfortunately, there *is* no “real” price. In theory, the dealer pays a wholesale price and then marks it up by an amount sufficient to cover the overhead and produce a profit. In practice, however, the markup can vary considerably from sale to sale depending on such factors as:

- how long the inventory has been sitting around, racking up finance charges for the dealer
- how much of a discount the dealer received at the wholesale level for buying in quantity or for paying cash
- the dealer's cash flow situation
- the competition in that particular geographic area for a particular brand or type of piano
- special piano sales events taking place in the area
- how the salesperson sizes up your situation and your willingness to pay
- the level of pre- and post-sale service the dealer seeks to provide
- the dealer's other overhead expenses

It's not unusual for one person to pay fifty percent more than another for the same brand and model of piano—sometimes even from the same dealer on the same day! It may seem as if pricing is so chaotic that no advice can be given, but in truth, enough piano sales do fall within a certain range of typical profit margins that some guidance is possible as long as the reader understands the limitations inherent in this kind of advice.

Historically, discounts from “standard” list price have averaged ten or fifteen percent in the piano business. In recent years, however, conditions have changed such that, according to some industry sources, the average discount from list has increased to twenty or twenty-five percent. Essentially, due to growing competition from used pianos and digital pianos, and a decrease in the cultural importance attached to having a piano in the home, there are too many dealers of new pianos chasing after too few consumer dollars. In addition, higher labor costs worldwide and unfavorable international currency values make some brands so expensive in the U.S. that they can only be sold at very large discounts. I think, too, that consumers are becoming more savvy and are shopping around. Unfortunately, the overhead costs of running a traditional piano store are so high that most dealers cannot stay in business if they sell at an average discount from “standard” list price

of more than about twenty percent. To survive, dealers are evolving multiple new approaches: becoming more efficient, instituting low-price/high volume strategies, cutting their overhead—sometimes including service—or subsidizing their meager sales of new pianos with used pianos (which command higher profit margins), rentals, rebuilding, and other products and services.

Although the average discount has increased, it is by no means uniform. Some brands dependably bring top dollar; others languish or the price is highly situational. I did consider giving a typical range of “street” prices for each brand and model listed in this volume, but concluded that the task would be too daunting due to the extreme variation that can exist from one situation to another, and because of the political fallout that would likely result from dealers and manufacturers who fear the loss of what little power they still have over aggressive, price-shopping customers. So, for now, I’ve decided just to give general advice in print. (For those who desire more specific information on “street” prices, I offer additional services, such as private telephone consultations and a Pricing Guide Service on the internet. See my web site, www.pianobook.com, for more information.)

It should be clearly understood that the advice given here is based on my own observations, subjective judgment, and general understanding of the piano market, *not* on statistical sales data or scientific analysis. (Brand-by-brand statistical sales data are virtually nonexistent.) This knowledge is the product of discussions with hundreds of customers, dealers, technicians, and industry executives over the years. Other industry observers may come to different conclusions. This rundown of “street” prices won’t cover every brand, but should give a rough idea of what to expect and the ability to predict prices for some of the brands not specifically covered. I can’t emphasize enough, however, that pricing can be highly situational, dependent on the mix of available products and the ease of comparison shopping in any particular geographic area, as well as on the financial situation of dealer and customer. The following generalizations should prove useful to you, but expect almost anything.

As a general rule of thumb:

- the more expensive the piano, the higher the possible discount
- the more “exclusive” a brand is perceived to be, the less likely head-to-head competition, and therefore the lower the possible discount

- the longer a piano remains unsold, the higher the possible discount
- the more service-intensive the piano, the lower the possible discount

Although discounts from “standard” list price for Japanese and Korean pianos typically start at perhaps fifteen percent, twenty or even thirty percent discounts are not uncommon in a moderately competitive environment, especially if the dealer knows the customer is shopping around. Korean pianos are disadvantaged by the presence in the market of too many different brand names made by the same two companies, driving prices down. Some Korean pianos—particularly Young Chang products—are sold at large discounts (ten percent or more) from the published *wholesale* price to dealers who buy in sufficient quantity or for certain models, a savings the dealers can pass on to the retail customers if they choose to do so or if they must do so to compete. (Many manufacturers do this to some extent or from time to time, but Young Chang seems to have a more consistent policy about it.) The problem for the consumer is that these wholesale discounts are not given out uniformly among dealers, so figuring out an appropriate “street” price for a particular dealer, model, and situation from the price information presented in this *Supplement* could be difficult.

The Boston piano, although manufactured in Japan, is generally viewed as being a little more “exclusive” due to its association with Steinway, so deep discounting is much less likely. Discounts in the range of ten percent or so are common. Baldwin, whose pianos are usually seen as being distinctly different from the Asian products even though they often share common price ranges, also benefits from exceptional name recognition and its historical “made in USA” connection. Discounting is likely to be moderate, in my experience—perhaps fifteen to twenty-five percent.

Western European instruments tend to be extremely expensive here due to their high quality, the high European cost of doing business, and unfavorable exchange rates. There appear to be two types of dealers of these pianos. One type, specializing in selling higher-quality instruments to a demanding clientele, manages to get top dollar for them despite their high price, with discounts averaging only twenty percent or so. They are not particularly into negotiating. The other type of dealer, probably more numerous, depends for his or her “bread and butter” on consumer-grade pianos and is pleased to make a relatively small profit on the occasional sale of a luxury instrument. Discounts here may well approach thirty to forty percent at times, especially if the piano has gone unsold for an extended period of time.

At the other end of the price spectrum, most Russian and Chinese pianos are so cheap, and require so much servicing by the dealer, that it's simply not cost-effective to sell them for much less than full list price. However, some dealers do use them as "loss leaders," that is, just to get people into the store, whereupon the customer is sold on a more expensive piano. In that situation, the occasional customer who actually chooses to buy the "leader" may do so at a large discount. Eastern European brands like Petrof and Estonia are already seen as being a good deal for the money and are somewhat service-intensive for the dealer, so expect moderate discounts—perhaps fifteen to twenty-five percent.

Steinway pianos have always been in a class by themselves, historically the only expensive piano to continually command high profit margins. Except for older Steinways and the occasional Mason & Hamlin, Steinway has little competition and fewer than one hundred dealers in the United States. Service requirements can be quite high, at least in part because of the higher standards often required to satisfy a fussier clientele. Historically, Steinway pianos have sold at or near full list price. (Some dealers even sell *above* list!) This is still true in many places, but in recent years I have seen a little more discounting than in the past. Ten to fifteen percent is not unusual in some areas; as much as twenty percent would be rare.

For brands not mentioned or implied in the above discussion, it's usually a safe bet to figure a discount of fifteen to twenty-five percent from the prices in this *Supplement*, with greater discounts possible in selected situations.

There is no "fair" price for a piano except the one the buyer and seller agree on. The dealer is no more obligated to sell you a piano at a deep discount than you are obligated to pay the list price. Many dealers are simply not able to sell at the low end of the range consistently and still stay in business. It's understandable that you would like to pay the lowest price possible, and there's no harm in asking, but remember that piano shopping is not just about chasing the lowest price. Be sure you are getting the instrument that best suits your needs and preferences and that the dealer is committed to providing the proper pre- and post-sale service.

(Note: Remember that the "street" price discounts suggested above should be subtracted from the "standard" list prices in this *Supplement*, not from the manufacturer's suggested retail price.)

For more information on shopping for a new piano and on how to save money, please see pages 60–75 in *The Piano Book* (fourth edition).

Albrecht, Charles

Verticals

4300	43"	Contemporary Polished Ebony	3,750.
4300	43"	Contemporary Polished Mahogany	3,850.
4300	43"	Contemporary Walnut	3,550.
4300	43"	Contemporary Polished Walnut	3,850.
4300	43"	Contemporary Cherry	3,550.
4300	43"	Contemporary Polished Ivory	3,850.
4300	43"	Contemporary Polished White	3,850.
4401	44"	Designer Cherry	4,150.
4401	44"	Designer Mahogany	4,150.
4403	44"	Designer Cherry	4,150.
4403	44"	Designer Brown Oak	4,150.
4406	44"	Designer Brown Oak	4,050.
4507	45"	Institutional Polished Ebony	3,950.
4507	45"	Institutional Polished Mahogany	4,050.
4507	45"	Institutional Polished Walnut	4,050.
4507	45"	Institutional Cherry	3,750.
4507	45"	Institutional Walnut	3,750.
4507	45"	Institutional Polished Ivory	4,050.
4507	45"	Institutional Polished White	4,050.
4701	47"	Designer Cherry	4,750.
4701	47"	Designer Mahogany	4,750.
4703	47"	Designer Cherry	4,750.
4703	47"	Designer Mahogany	4,750.
4706	47"	Designer Brown Oak	4,550.
4803	48"	Institutional Polished Ebony	4,750.
4803	48"	Institutional Polished Mahogany	5,150.
4907	49"	Institutional Polished Ebony	5,110.
4907	49"	Institutional Polished Mahogany	5,110.
4907	49"	Institutional Polished Walnut	5,110.
5207	52"	Institutional Ebony or Polished Ebony	6,150.
5207	52"	Institutional Polished Mahogany	6,350.
5207	52"	Institutional Polished Walnut	6,350.
5207	52"	Institutional Polished Ivory	6,150.

*For explanation of terms and prices, please see pages 5-10.

Model	Size	Style and Finish	Price*
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Albrecht, Charles (continued)

Grands

G4701	4'7"	"Petite" Polished Ebony	9,010.
G5001	5'	Polished Ebony	9,520.
G5101	5'1"	Polished Ebony	11,910.
G5101	5'1"	Walnut or Polished Walnut	12,410.
G5101	5'1"	Polished Mahogany	12,410.
G5101	5'1"	Polished Ivory	11,910.
G5101	5'1"	Polished White	11,910.
G5209	5' 2-1/2"	Victorian Polished Ebony	11,510.
G5209	5' 2-1/2"	Victorian Polished Mahogany	11,510.
G5209	5' 2-1/2"	Victorian Polished Walnut	11,510.

Astin-Weight

Verticals

375	41"	Santa Fe Oiled Oak	8,740.
375	41"	Spanish Oiled Oak	7,980.
375	41"	Spanish Lacquer Oak	8,180.
375	41"	Italian Oiled Walnut	8,380.
375	41"	Italian Lacquer Walnut	8,580.
375	41"	Regency Oiled Oak	8,380.
375	41"	Regency Lacquer Oak	8,500.
375	41"	Regency Oiled Walnut	8,500.
375	41"	Regency Lacquer Walnut	8,520.
U-500	50"	Oiled Oak	13,380.
U-500	50"	Santa Fe Oiled Oak	14,780.
U-500	50"	Lacquer Oak	13,780.
U-500	50"	Oiled Walnut	13,980.
U-500	50"	Lacquer Walnut	14,380.

Grands

————	5' 9"	Ebony	35,700.
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August Förster — see "Förster, August"

Model	Size	Style and Finish	Price*
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Baldwin

Verticals

660	43-1/2"	Georgian Mahogany	4,360.
662	43-1/2"	Queen Anne Regency Cherry	4,360.
665	43-1/2"	Transitional Country Oak	4,360.
667	43-1/2"	Country French Oak	4,360.
E100	43-1/2"	Continental Polished Ebony	4,570.
E100	43-1/2"	Continental Georgian Mahogany	4,360.
E100	43-1/2"	Continental Polished Ivory	4,570.
2090	43-1/2"	Hepplewhite Vintage Mahogany	5,090.
2095	43-1/2"	Regal Oak	5,090.
2096	43-1/2"	Queen Anne Royal Cherry	5,090.
243HPA	45"	Ebony	5,360.
243HPA	45"	Golden Oak	5,160.
243HPA	45"	American Walnut	5,360.
5050A	45"	Limited Edition Mahogany	7,060.
5052A	45"	Limited Edition Queen Anne Cherry	7,060.
5057A	45"	Limited Edition Georgian Oak	7,060.
E250	45"	Contemporary Polished Ebony	5,600.
248A	48"	Polished Ebony	7,700.
248A	48"	American Walnut	7,700.
6000	52"	Ebony	9,960.
6000	52"	Mahogany	10,180.

Grands

M1	5' 2"	Ebony	23,900.
M1	5' 2"	Polished Ebony	26,100.
M1	5' 2"	Mahogany	24,720.
M1	5' 2"	Polished Mahogany	26,620.
R1	5' 8"	Ebony	27,080.
R1	5' 8"	Polished Ebony	29,400.
R1	5' 8"	Mahogany	28,380.
R1	5' 8"	Polished Mahogany	30,520.
226E	5' 8"	French Provincial Royal Cherry	33,600.
226E	5' 8"	French Provincial Polished Cherry	36,000.
227E	5' 8"	Louis XVI Mahogany	33,300.

*For explanation of terms and prices, please see pages 5-10.

Model	Size	Style and Finish	Price*
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Baldwin (continued)

L1	6' 3"	Ebony	30,680.
L1	6' 3"	Polished Ebony	33,080.
L1	6' 3"	Mahogany	32,060.
L1	6' 3"	Polished Mahogany	34,320.
SF10	7'	Ebony	43,360.
SF10	7'	Polished Ebony	46,300.
SF10	7'	Mahogany	44,800.
SF10	7'	Polished Mahogany	47,800.
SD10	9'	Ebony	71,700.
SD10	9'	Polished Ebony	76,720.

ConcertMaster (approximate, including installation by factory or dealer)

Verticals	Playback only / with Perf. Option	8,460./9,670.
Grands	Playback only / with Perf. Option	9,200./10,500.
	With stop rail, add \$400	

Note: Discounts may apply, especially as an incentive to purchase the piano.

Bechstein, C.

Verticals

Classic 118	47"	Ebony	17,960.
Classic 118	47"	Polished Ebony	18,800.
Classic 118	47"	Walnut	18,380.
Classic 118	47"	Mahogany	18,380.
Classic 118	47"	Cherry	18,800.
Classic 118	47"	Oak	18,380.
Classic 118	47"	Polished Woods (above)	19,640.
Classic 118	47"	Polished White	19,640.
Contour 118	47"	Polished Ebony	19,640.
Contour 118	47"	Walnut	19,220.
Contour 118	47"	Mahogany	19,220.
Contour 118	47"	Cherry	19,640.
Contour 118	47"	Oak	19,220.
Contour 118	47"	Alder	18,600.
Contour 118	47"	Polished Woods (above)	21,300.
Contour 118	47"	Polished White	21,300.
Classic 124	49"	Polished Ebony	23,180.
Classic 124	49"	Walnut	22,560.

Model	Size	Style and Finish	Price*
Classic 124	49"	Mahogany	22,560.
Classic 124	49"	Cherry	23,180.
Classic 124	49"	Oak	22,560.
Classic 124	49"	Polished Woods (above)	23,820.
Classic 124	49"	Polished White	23,820.
Elegance 124	49"	Polished Ebony	24,860.
Elegance 124	49"	Walnut	24,240.
Elegance 124	49"	Mahogany	24,240.
Elegance 124	49"	Cherry	24,860.
Elegance 124	49"	Oak	24,240.
Elegance 124	49"	Polished Woods (above)	25,480.
Elegance 124	49"	Polished White	25,480.
Concert 11	50"	Polished Ebony	31,340.
Concert 11	50"	Walnut	30,560.
Concert 11	50"	Mahogany	30,560.
Concert 11	50"	Cherry	30,560.
Concert 11	50"	Polished Woods (above)	31,960.
Concert 11	50"	Polished White	31,960.
Concert 8	52"	Polished Ebony	34,040.
Concert 8	52"	Walnut	33,420.
Concert 8	52"	Mahogany	33,420.
Concert 8	52"	Cherry	33,420.
Concert 8	52"	Polished Woods (above)	34,680.
Concert 8	52"	Polished White	34,680.
Concert 8	52"	<i>Add for sostenuto</i>	1,000.
Grands			
K-158	5' 2"	Polished Ebony	57,440.
K-158	5' 2"	Mahogany	55,360.
K-158	5' 2"	Oak	55,360.
K-158	5' 2"	Walnut	57,440.
K-158	5' 2"	Cherry	57,440.
K-158	5' 2"	Polished Woods (above)	58,480.
K-158	5' 2"	Polished White	58,480.
K-158	5' 2"	Yew	58,480.
K-158	5' 2"	Classic Polished Ebony	64,540.
K-158	5' 2"	Classic Mahogany	62,460.
K-158	5' 2"	Classic Oak	62,460.
K-158	5' 2"	Classic Walnut	64,540.

***For explanation of terms and prices, please see pages 5-10.**

Model	Size	Style and Finish	Price*
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Bechstein, C. (continued)

K-158	5' 2"	Classic Cherry	64,540.
K-158	5' 2"	Classic Polished Woods (above)	65,800.
K-158	5' 2"	Classic Polished White	65,800.
K-158	5' 2"	Classic Yew	65,800.
M-180	5' 11"	Polished Ebony	62,660.
M-180	5' 11"	Mahogany	60,580.
M-180	5' 11"	Oak	60,580.
M-180	5' 11"	Walnut	62,660.
M-180	5' 11"	Cherry	62,660.
M-180	5' 11"	Polished Woods (above)	64,760.
M-180	5' 11"	Polished White	64,760.
M-180	5' 11"	Yew	64,760.
M-180	5' 11"	Polished Pyramid Mahogany	71,860.
M-180	5' 11"	Polished Mahogany with Inlays	73,100.
M-180	5' 11"	Classic Polished Ebony	70,500.
M-180	5' 11"	Classic Mahogany	68,520.
M-180	5' 11"	Classic Oak	68,520.
M-180	5' 11"	Classic Walnut	70,500.
M-180	5' 11"	Classic Cherry	70,500.
M-180	5' 11"	Classic Polished Woods (above)	72,480.
M-180	5' 11"	Classic Polished White	72,480.
M-180	5' 11"	Classic Yew	72,480.
M-180	5' 11"	Classic Polished Burl Walnut	79,160.
M-180	5' 11"	Classic Polished Varvona	79,160.
M-180	5' 11"	Classic Polished Matrona	79,160.
A-189	6' 2"	"Academy" Ebony	45,260.
A-189	6' 2"	Polished Ebony	53,480.
A-189	6' 2"	Oak	53,480.
A-189	6' 2"	Walnut	53,480.
A-189	6' 2"	Polished Walnut	55,660.
A-189	6' 2"	Cherry	53,480.
A-189	6' 2"	Polished Mahogany	55,660.
A-189	6' 2"	Polished White	55,660.
A-189	6' 2"	Polished Pyramid Mahogany	63,400.
A-189	6' 2"	Polished Mahogany with Inlays	64,960.
A-189	6' 2"	Classic Polished Ebony	61,940.
A-189	6' 2"	Classic Oak	61,940.

Model	Size	Style and Finish	Price*
A-189	6' 2"	Classic Walnut	61,940.
A-189	6' 2"	Classic Polished Walnut	63,700.
A-189	6' 2"	Classic Cherry	61,940.
A-189	6' 2"	Classic Polished Mahogany	63,700.
A-189	6' 2"	Classic Polished White	63,700.
A-189	6' 2"	Classic Polished Burlled Walnut	71,220.
A-189	6' 2"	Classic Polished Varvona	71,220.
A-189	6' 2"	Classic Polished Moabi	71,220.
B-208	6' 10"	"Academy" Ebony	64,760.
B-208	6' 10"	Polished Ebony	74,680.
B-208	6' 10"	Mahogany	74,680.
B-208	6' 10"	Oak	74,680.
B-208	6' 10"	Walnut	74,680.
B-208	6' 10"	Cherry	74,680.
B-208	6' 10"	Polished Woods (above)	77,080.
B-208	6' 10"	Classic Polished Ebony	82,060.
B-208	6' 10"	Classic Mahogany	82,060.
B-208	6' 10"	Classic Oak	82,060.
B-208	6' 10"	Classic Walnut	82,060.
B-208	6' 10"	Classic Cherry	82,060.
B-208	6' 10"	Classic Polished Woods (above)	84,380.
C-232	7' 6"	Polished Ebony	89,600.
C-232	7' 6"	Classic Polished Ebony	97,340.
D-280	9' 2"	Polished Ebony	127,400.

Becker, J.

Verticals

B-120	46"	"European" Polished Mahogany	1,970.
B-120	46"	"European" Polished Oak	2,050.
E-120	47"	"Elegance" Polished Ebony	2,490.
E-120	47"	"Elegance" Polished Mahogany	2,490.
E-120	47"	"Elegance" Polished White	2,590.
J-120	47"	"Jubilee" Polished Ebony	2,490.
J-120	47"	"Jubilee" Polished Mahogany	2,490.
A-120C	47"	"Aurora" Chippendale Polished Ebony	2,690.
A-120C	47"	"Aurora" Chippendale Pol. Mahogany	2,690.
A-120C	47"	"Aurora" Chippendale Polished White	2,790.
Grands			
GP-155M	5' 2"	"Mignon" Polished Ebony	7,900.

*For explanation of terms and prices, please see pages 5-10.

Model	Size	Style and Finish	Price*
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Bentley

Prices are FOB England and do not include duty, freight, and other costs of importing. Oak, ash, and cherry are available at the same price as mahogany. Polished white is available at the same price as polished ebony.

Verticals

Concord	43"	Polished Ebony	8,290.
Concord	43"	Mahogany	6,990.
Concord	43"	Polished Mahogany	8,290.
Concord	43"	Walnut	6,990.
Concord	43"	Polished Walnut	8,290.
Concord	43"	Teak	6,990.
Concord	43"	Chippendale Mahogany	7,340.
Concord	43"	Chippendale Polished Mahogany	8,880.
Concord	43"	Chippendale Walnut	7,340.
Concord	43"	Chippendale Polished Walnut	8,880.
Heritage	43"	Mahogany	7,580.
Heritage	43"	Polished Mahogany	8,700.
Wessex	46"	Polished Ebony	8,800.
Wessex	46"	Mahogany	7,570.
Wessex	46"	Polished Mahogany	8,800.
Wessex	46"	Walnut	7,570.
Wessex	46"	Polished Walnut	8,800.
Berkeley	46"	Mahogany	8,320.
Berkeley	46"	Polished Mahogany	9,600.
Exeter	47"	Polished Ebony	9,620.
Exeter	47"	Mahogany	8,430.
Exeter	47"	Polished Mahogany	9,620.
Exeter	47"	Walnut	8,430.
Exeter	47"	Polished Walnut	9,620.
Berlin	47"	Polished Ebony	9,790.
Berlin	47"	Mahogany	8,780.
Berlin	47"	Polished Mahogany	9,790.
Berlin	47"	Walnut	8,780.
Berlin	47"	Polished Walnut	9,790.
London	47"	Mahogany	9,200.
London	47"	Polished Mahogany	10,270.
Belgrave	47"	Mahogany	9,200.
Belgrave	47"	Polished Mahogany	10,270.

Model	Size	Style and Finish	Price*
Chelsea	47"	Mahogany	9,200.
Chelsea	47"	Polished Mahogany	10,270.
Salisbury	47"	Mahogany	9,250.
Salisbury	47"	Polished Mahogany	10,320.
Salisbury	47"	Walnut	9,250.
Salisbury	47"	Polished Walnut	10,320.
Esher	47"	Mahogany	9,570.
Esher	47"	Polished Mahogany	10,700.
Esher	47"	Walnut	9,570.
Esher	47"	Polished Walnut	10,700.

Bergmann

Verticals

E-109	43"	Continental Polished Ebony	2,700.
E-109	43"	Continental Polished Red Mahogany	2,790.
E-109	43"	Continental Polished Brown Mahogany	2,790.
E-109	43"	Continental Polished Ivory	2,700.
AF-108	43"	Mahogany	3,190.
AF-108	43"	Queen Anne Oak	3,190.
AF-108	43"	Mediterranean Oak	3,190.
AF-108	43"	Queen Anne Cherry	3,190.
AF-108	43"	French Provincial Cherry	3,190.
E-118	47"	Polished Ebony	3,190.
E-118	47"	Polished Red Mahogany	3,300.
E-118S	47"	Institutional American Oak	3,300.
E-121	48"	Polished Ebony	3,390.
E-121	48"	Polished Red Mahogany	3,500.
E-131	52"	Polished Ebony	3,590.

Grands

TG-150	4' 11"	Polished Ebony	8,390.
TG-150	4' 11"	Polished Red Mahogany	8,390.
TG-150	4' 11"	Polished Ivory	8,390.
TG-157	5' 2"	Polished Ebony	9,390.
TG-157	5' 2"	Polished Red Mahogany	9,390.
TG-157	5' 2"	Polished Ivory	9,390.

*For explanation of terms and prices, please see pages 5-10.

Model	Size	Style and Finish	Price*
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Blondel, G.

Verticals

Bolero	43"	Ebony	6,680.
Bolero	43"	Polished Ebony	6,780.
Bolero	43"	Mahogany	6,680.
Bolero	43"	Polished Mahogany	6,780.
Bolero	43"	Walnut	6,680.
Bolero	43"	Polished Walnut	6,780.
Bolero	43"	Oak	6,680.
Bolero	43"	Polished Oak	6,780.
Sarabande	47"	Ebony	7,680.
Sarabande	47"	Polished Ebony	7,780.
Sarabande	47"	Mahogany	7,680.
Sarabande	47"	Polished Mahogany	7,780.
Sarabande	47"	Walnut	7,680.
Sarabande	47"	Polished Walnut	7,780.
Sarabande	47"	Oak	7,680.
Sarabande	47"	Polished Oak	7,780.

Grands

Tocata	6' 1"	Ebony	23,680.
Tocata	6' 1"	Polished Ebony	23,780.
Tocata	6' 1"	Mahogany	23,680.
Tocata	6' 1"	Polished Mahogany	23,780.
Tocata	6' 1"	Walnut	23,680.
Tocata	6' 1"	Polished Walnut	23,780.
Tocata	6' 1"	Oak	23,680.
Tocata	6' 1"	Polished Oak	23,780.

Blüthner

Prices do not include bench.

Verticals

I	45"	Ebony or Polished Ebony	17,018.
I	45"	Walnut or Polished Walnut	18,472.
I	45"	Mahogany or Polished Mahogany	18,374.
I	45"	Cherry or Polished Cherry	18,374.
I	45"	White or Polished White	17,784.

Model	Size	Style and Finish	Price*
C	46"	Ebony or Polished Ebony	17,134.
C	46"	Walnut or Polished Walnut	18,688.
C	46"	Mahogany or Polished Mahogany	18,508.
C	46"	Cherry or Polished Cherry	18,598.
C	46"	White or Polished White	17,992.
C	46"	Polished Bubinga	19,578.
C	46"	Saxony Polished Pyramid Mahogany	23,136.
C	46"	Saxony Polished Burl Walnut Inlay	23,358.
A	49"	Ebony or Polished Ebony	21,824.
A	49"	Walnut or Polished Walnut	23,802.
A	49"	Mahogany or Polished Mahogany	23,574.
A	49"	Cherry or Polished Cherry	23,688.
A	49"	White or Polished White	22,914.
A	49"	Polished Bubinga	24,934.
A	49"	Saxony Polished Pyramid Mahogany	29,468.
A	49"	Saxony Polished Burl Walnut Inlay	29,752.
B	52"	Ebony or Polished Ebony	24,918.
B	52"	Walnut or Polished Walnut	27,176.
B	52"	Mahogany or Polished Mahogany	26,916.
B	52"	Cherry or Polished Cherry	27,044.
B	52"	White or Polished White	26,164.
B	52"	Polished Bubinga	28,470.
B	52"	Saxony Polished Pyramid Mahogany	33,644.
B	52"	Saxony Polished Burl Walnut Inlay	33,968.
Grands			
11	5' 1"	Ebony or Polished Ebony	44,186.
11	5' 1"	Walnut or Polished Walnut	48,192.
11	5' 1"	Mahogany or Polished Mahogany	47,678.
11	5' 1"	Cherry or Polished Cherry	47,964.
11	5' 1"	White or Polished White	46,396.
11	5' 1"	Polished Bubinga	50,486.
11	5' 1"	Saxony Polished Pyramid Mahogany	59,666.
11	5' 1"	Saxony Polished Burl Walnut Inlay	60,240.
11	5' 1"	"President" Polished Ebony	52,368.
11	5' 1"	"President" Polished Mahogany	54,460.
11	5' 1"	"President" Polished Walnut	54,986.
11	5' 1"	"President" Polished Bubinga	57,604.
11	5' 1"	Louis XV Ebony or Polished Ebony	54,748.

*For explanation of terms and prices, please see pages 5-10.

Model	Size	Style and Finish	Price*
Blüthner (continued)			
11	5' 1"	Louis XV Mahogany or Pol. Mahogany	53,502.
11	5' 1"	Louis XV Walnut or Polished Walnut	57,484.
11	5' 1"	"Kaiser Wilhelm II" Polished Ebony	55,224.
11	5' 1"	"Kaiser Wilhelm II" Pol. Mahogany	57,432.
11	5' 1"	"Kaiser Wilhelm II" Polished Walnut	57,986.
11	5' 1"	"Kaiser Wilhelm II" Polished Cherry	57,710.
11	5' 1"	"Ambassador" East Indian Rosewood	64,268.
11	5' 1"	"Ambassador" Walnut	59,508.
11	5' 1"	"Nicolas II" Walnut with Burl Inlay	64,268.
11	5' 1"	Louis XVI Rococo White with Gold	69,030.
11	5' 1"	"Classic Alexandra" Polished Ebony	53,320.
11	5' 1"	"Classic Alexandra" Pol. Mahogany	55,452.
11	5' 1"	"Classic Alexandra" Polished Walnut	55,986.
10	5' 5"	Ebony or Polished Ebony	50,938.
10	5' 5"	Walnut or Polished Walnut	55,554.
10	5' 5"	Mahogany or Polished Mahogany	55,024.
10	5' 5"	Cherry or Polished Cherry	55,290.
10	5' 5"	White or Polished White	53,484.
10	5' 5"	Polished Bubinga	58,200.
10	5' 5"	Saxony Polished Pyramid Mahogany	68,780.
10	5' 5"	Saxony Polished Burl Walnut Inlay	69,444.
10	5' 5"	"President" Polished Ebony	60,368.
10	5' 5"	"President" Polished Mahogany	62,782.
10	5' 5"	"President" Polished Walnut	63,386.
10	5' 5"	"President" Polished Bubinga	66,404.
10	5' 5"	"Senator" French Walnut with Leather	65,856.
10	5' 5"	"Senator" Jacaranda Rosewood w/Leather	70,246.
10	5' 5"	Louis XV Ebony or Polished Ebony	63,110.
10	5' 5"	Louis XV Mahogany or Pol. Mahogany	60,050.
10	5' 5"	Louis XV Walnut or Polished Walnut	66,268.
10	5' 5"	"Kaiser Wilhelm II" Polished Ebony	63,662.
10	5' 5"	"Kaiser Wilhelm II" Pol. Mahogany	66,206.
10	5' 5"	"Kaiser Wilhelm II" Polished Walnut	66,844.
10	5' 5"	"Kaiser Wilhelm II" Polished Cherry	66,524.
10	5' 5"	"Ambassador" East Indian Rosewood	74,088.
10	5' 5"	"Ambassador" Walnut	68,600.
10	5' 5"	"Nicolas II" Walnut with Burl Inlay	74,088.

Model	Size	Style and Finish	Price*
10	5' 5"	Louis XVI Rococo White with Gold	79,576.
10	5' 5"	"Classic Alexandra" Polished Ebony	61,466.
10	5' 5"	"Classic Alexandra" Pol. Mahogany	63,924.
10	5' 5"	"Classic Alexandra" Polished Walnut	64,538.
6	6' 3"	Ebony or Polished Ebony	54,988.
6	6' 3"	Walnut or Polished Walnut	59,972.
6	6' 3"	Mahogany or Polished Mahogany	59,400.
6	6' 3"	Cherry or Polished Cherry	59,682.
6	6' 3"	White or Polished White	57,736.
6	6' 3"	Polished Bubinga	62,828.
6	6' 3"	Saxony Polished Pyramid Mahogany	74,250.
6	6' 3"	Saxony Polished Burl Walnut Inlay	74,964.
6	6' 3"	"President" Polished Ebony	65,168.
6	6' 3"	"President" Polished Mahogany	67,774.
6	6' 3"	"President" Polished Walnut	68,426.
6	6' 3"	"President" Polished Bubinga	71,686.
6	6' 3"	"Senator" French Walnut with Leather	71,092.
6	6' 3"	"Senator" Jacaranda Rosewd w/Leather	75,830.
6	6' 3"	Louis XV Ebony or Polished Ebony	68,130.
6	6' 3"	Louis XV Mahogany or Pol. Mahogany	67,462.
6	6' 3"	Louis XV Walnut or Polished Walnut	71,538.
6	6' 3"	"Kaiser Wilhelm II" Polished Ebony	68,724.
6	6' 3"	"Kaiser Wilhelm II" Pol. Mahogany	71,470.
6	6' 3"	"Kaiser Wilhelm II" Polished Walnut	72,158.
6	6' 3"	"Kaiser Wilhelm II" Polished Cherry	71,816.
6	6' 3"	"Ambassador" East Indian Rosewood	79,978.
6	6' 3"	"Ambassador" Walnut	74,054.
6	6' 3"	"Nicolas II" Walnut with Burl Inlay	79,978.
6	6' 3"	Louis XVI Rococo White with Gold	85,904.
6	6' 3"	"Classic Alexandra" Polished Ebony	66,354.
6	6' 3"	"Classic Alexandra" Pol. Mahogany	69,008.
6	6' 3"	"Classic Alexandra" Polished Walnut	69,670.
4	6' 10"	Ebony or Polished Ebony	62,598.
4	6' 10"	Walnut or Polished Walnut	68,270.
4	6' 10"	Mahogany or Polished Mahogany	67,620.
4	6' 10"	Cherry or Polished Cherry	67,946.
4	6' 10"	White or Polished White	65,726.
4	6' 10"	Polished Bubinga	71,524.

*For explanation of terms and prices, please see pages 5-10.

Model	Size	Style and Finish	Price*
Blüthner (continued)			
4	6' 10"	Saxony Polished Pyramid Mahogany	84,528.
4	6' 10"	Saxony Polished Burl Walnut Inlay	85,338.
4	6' 10"	"President" Polished Ebony	74,188.
4	6' 10"	"President" Polished Mahogany	77,152.
4	6' 10"	"President" Polished Walnut	77,896.
4	6' 10"	"President" Polished Bubinga	81,604.
4	6' 10"	"Kaiser Wilhelm II" Polished Ebony	78,234.
4	6' 10"	"Kaiser Wilhelm II" Pol. Mahogany	81,362.
4	6' 10"	"Kaiser Wilhelm II" Polished Walnut	82,144.
4	6' 10"	"Kaiser Wilhelm II" Polished Cherry	81,754.
4	6' 10"	"Ambassador" East Indian Rosewood	91,524.
4	6' 10"	"Ambassador" Walnut	84,302.
4	6' 10"	"Classic Alexandra" Polished Ebony	75,536.
4	6' 10"	"Classic Alexandra" Pol. Mahogany	78,556.
4	6' 10"	"Classic Alexandra" Polished Walnut	79,314.
2	7' 8"	Ebony or Polished Ebony	69,962.
2	7' 8"	Walnut or Polished Walnut	76,304.
2	7' 8"	Mahogany or Polished Mahogany	75,576.
2	7' 8"	Cherry or Polished Cherry	75,938.
2	7' 8"	White or Polished White	73,460.
2	7' 8"	Polished Bubinga	79,938.
2	7' 8"	Saxony Polished Pyramid Mahogany	94,472.
2	7' 8"	Saxony Polished Burl Walnut Inlay	95,378.
2	7' 8"	"President" Polished Ebony	82,916.
2	7' 8"	"President" Polished Mahogany	86,232.
2	7' 8"	"President" Polished Walnut	87,062.
2	7' 8"	"President" Polished Bubinga	91,206.
2	7' 8"	"Kaiser Wilhelm II" Polished Ebony	87,438.
2	7' 8"	"Kaiser Wilhelm II" Pol. Mahogany	90,934.
2	7' 8"	"Kaiser Wilhelm II" Polished Walnut	91,808.
2	7' 8"	"Kaiser Wilhelm II" Polished Cherry	90,814.
2	7' 8"	"Ambassador" East Indian Rosewood	101,758.
2	7' 8"	"Ambassador" Walnut	94,222.
1	9' 2"	Ebony or Polished Ebony	83,464.
1	9' 2"	Walnut or Polished Walnut	91,028.
1	9' 2"	Mahogany or Polished Mahogany	90,160.
1	9' 2"	Cherry or Polished Cherry	90,596.

Model	Size	Style and Finish	Price*
1	9' 2"	White or Polished White	87,636.
1	9' 2"	Polished Bubinga	95,362.
1	9' 2"	"President" Polished Ebony	98,916.
1	9' 2"	"President" Polished Mahogany	102,872.
1	9' 2"	"President" Polished Walnut	103,862.
1	9' 2"	"President" Polished Bubinga	108,808.

Bösendorfer

Prices do not include bench.

Verticals

130CL	52"	Polished Ebony	37,980.
130CL	52"	Walnut and Polished Walnut	39,980.
130CL	52"	Mahogany and Polished Mahogany	39,980.
130CL	52"	Polished Pommel� Mahogany	39,980.
130CL	52"	Polished Pyramid Mahogany	41,980.
130CL	52"	Polished Bubinga	39,980.
130CL	52"	Polished Amboyna	41,980.
130CL	52"	Polished Bird's-Eye Maple	41,980.
130CL	52"	Rosewood	41,980.
130CL	52"	White and Polished White	39,980.

Grands

170CS	5' 8"	"Conservatory" Semi-gloss Ebony	51,980.
170	5' 8"	Polished Ebony	71,980.
170	5' 8"	Walnut and Polished Walnut	75,980.
170	5' 8"	Mahogany and Polished Mahogany	75,980.
170	5' 8"	Polished Pommel� Mahogany	75,980.
170	5' 8"	Polished Pyramid Mahogany	80,780.
170	5' 8"	Polished Bubinga	75,980.
170	5' 8"	Polished Amboyna	80,780.
170	5' 8"	Polished Bird's-Eye Maple	80,780.
170	5' 8"	Rosewood	80,780.
170	5' 8"	White and Polished White	75,980.
170	5' 8"	"Johann Strauss" Polished Ebony	76,980.
170	5' 8"	"Franz Schubert" Polished Cherry	87,980.
170	5' 8"	"Senator"	82,580.
200CS	6' 7"	"Conservatory" Semi-gloss Ebony	55,980.
200	6' 7"	Polished Ebony	83,980.

***For explanation of terms and prices, please see pages 5-10.**

Bösendorfer (continued)

200	6' 7"	Walnut and Polished Walnut	91,180.
200	6' 7"	Mahogany and Polished Mahogany	91,180.
200	6' 7"	Polished Pommelé Mahogany	91,980.
200	6' 7"	Polished Pyramid Mahogany	95,580.
200	6' 7"	Polished Bubinga	91,980.
200	6' 7"	Polished Amboyna	95,580.
200	6' 7"	Polished Bird's-Eye Maple	95,580.
200	6' 7"	Rosewood	95,580.
200	6' 7"	White and Polished White	91,180.
200	6' 7"	"Johann Strauss" Polished Ebony	88,980.
200	6' 7"	"Franz Schubert" Polished Cherry	100,380.
200	6' 7"	"Senator"	97,380.
214CS	7'	"Conservatory" Semi-gloss Ebony	61,980.
214	7'	Polished Ebony	97,980.
214	7'	Walnut and Polished Walnut	103,980.
214	7'	Mahogany and Polished Mahogany	103,980.
214	7'	Polished Pommelé Mahogany	103,980.
214	7'	Polished Pyramid Mahogany	107,580.
214	7'	Polished Bubinga	103,980.
214	7'	Polished Amboyna	107,580.
214	7'	Polished Bird's-Eye Maple	107,580.
214	7'	Rosewood	107,580.
214	7'	White and Polished White	103,980.
214	7'	"Johann Strauss" Polished Ebony	108,980.
214	7'	"Franz Schubert" Polished Cherry	111,980.
214	7'	"Senator"	109,980.
225	7' 4"	Polished Ebony	103,980.
225	7' 4"	Walnut and Polished Walnut	112,780.
225	7' 4"	Mahogany and Polished Mahogany	112,780.
225	7' 4"	Polished Pommelé Mahogany	112,780.
225	7' 4"	Polished Pyramid Mahogany	117,580.
225	7' 4"	Polished Bubinga	112,780.
225	7' 4"	Polished Amboyna	117,580.
225	7' 4"	Polished Bird's-Eye Maple	117,580.
225	7' 4"	Rosewood	117,580.
225	7' 4"	White and Polished White	112,780.
225	7' 4"	"Johann Strauss" Polished Ebony	108,980.

Model	Size	Style and Finish	Price*
225	7' 4"	"Franz Schubert" Polished Cherry	123,580.
225	7' 4"	"Senator"	119,380.
225	7' 4"	"Hollein"	131,980.
275	9'	Polished Ebony	131,980.
275	9'	Walnut and Polished Walnut	141,580.
275	9'	Mahogany and Polished Mahogany	141,580.
275	9'	Polished Pommel� Mahogany	141,580.
275	9'	Polished Pyramid Mahogany	147,180.
275	9'	Polished Bubinga	141,580.
275	9'	Polished Amboyna	147,180.
275	9'	Polished Bird's-Eye Maple	147,180.
275	9'	Rosewood	147,180.
275	9'	White and Polished White	141,580.
275	9'	"Johann Strauss" Polished Ebony	139,980.
275	9'	"Franz Schubert" Polished Cherry	147,780.
275	9'	"Senator"	149,580.
290	9' 6"	Polished Ebony	159,980.
290	9' 6"	Walnut and Polished Walnut	169,980.
290	9' 6"	Mahogany and Polished Mahogany	169,980.
290	9' 6"	Polished Pommel� Mahogany	169,980.
290	9' 6"	Polished Pyramid Mahogany	175,980.
290	9' 6"	Polished Bubinga	169,980.
290	9' 6"	Polished Amboyna	175,980.
290	9' 6"	Polished Bird's-Eye Maple	175,980.
290	9' 6"	Rosewood	175,980.
290	9' 6"	White and Polished White	169,980.
290	9' 6"	"Johann Strauss" Polished Ebony	165,980.
290	9' 6"	"Franz Schubert" Polished Cherry	182,580.
290	9' 6"	"Senator"	178,380.
290	9' 6"	"Hollein"	191,980.
<i>All models</i>		<i>Chippendale and Baroque</i>	<i>on request</i>

Boston

Verticals

UP-118C	45"	Continental Polished Ebony	7,960.
UP-118C	45"	Continental Polished Walnut	8,680.
UP-118C	45"	Continental Polished Mahogany	8,680.

*For explanation of terms and prices, please see pages 5-10.

Model	Size	Style and Finish	Price*
Boston (continued)			
UP-118E	46"	Polished Ebony	8,460.
UP-118E	46"	Walnut	9,440.
UP-118E	46"	Polished Walnut	9,640.
UP-118E	46"	Polished Mahogany	9,640.
UP-118E	46"	Polished White	9,440.
UP-118S	46"	Open-Pore Honey Oak	6,700.
UP-118S	46"	Open-Pore Black Oak	6,700.
UP-118S	46"	Open-Pore Red Oak	6,700.
UP-118S	46"	Mahogany	7,400.
UP-118T	46"	Florentine Mahogany	10,780.
UP-118P	46"	Berkshire Cherry	10,780.
UP-125E	49"	Polished Ebony	9,540.
UP-125E	49"	Polished Mahogany	11,000.
UP-126E	50"	Polished Ebony	10,900.
UP-126E	50"	Polished Mahogany	12,580.
UP-132E	52"	Polished Ebony	11,540.
Grands			
GP-156	5' 1"	Ebony and Polished Ebony	15,720.
GP-163	5' 4"	Ebony	18,880.
GP-163	5' 4"	Polished Ebony	19,300.
GP-163	5' 4"	Mahogany	20,560.
GP-163	5' 4"	Polished Mahogany	21,040.
GP-163	5' 4"	Walnut	20,760.
GP-163	5' 4"	Polished Walnut	21,280.
GP-163	5' 4"	Polished White	19,840.
GP-163	5' 4"	Polished Ivory	19,840.
GP-178	5' 10"	Ebony	21,780.
GP-178	5' 10"	Polished Ebony	22,240.
GP-178	5' 10"	Mahogany	23,200.
GP-178	5' 10"	Polished Mahogany	23,700.
GP-178	5' 10"	Walnut	23,460.
GP-178	5' 10"	Polished Walnut	24,160.
GP-178	5' 10"	Polished White	22,720.
GP-178	5' 10"	Polished Ivory	22,720.
GP-193	6' 4"	Ebony	27,580.
GP-193	6' 4"	Polished Ebony	28,280.
GP-193	6' 4"	Walnut	30,720.

Model	Size	Style and Finish	Price*
GP-193	6' 4"	Polished Mahogany	30,940.
GP-193	6' 4"	Polished White	29,760.
GP-218	7' 2"	Ebony	35,020.
GP-218	7' 2"	Polished Ebony	35,920.

Brentwood—see "Westbrook"

Broadwood, John, & Sons

Prices are FOB England and do not include duty, freight, and other costs of importing. Oak, ash, and cherry are available at the same price as mahogany. Polished white is available at the same price as polished ebony.

Verticals

St. James	44"	Polished Ebony	8,930.
St. James	44"	Mahogany	7,740.
St. James	44"	Polished Mahogany	8,930.
St. James	44"	Walnut	7,740.
St. James	44"	Polished Walnut	8,930.
Berwick	47"	Polished Ebony	10,340.
Berwick	47"	Mahogany	8,960.
Berwick	47"	Polished Mahogany	10,340.
Berwick	47"	Walnut	8,960.
Berwick	47"	Polished Walnut	10,340.
Imperial	47"	Mahogany	10,290.
Imperial	47"	Polished Mahogany	11,470.
Stratford	50"	Polished Ebony	14,510.
Stratford	50"	Mahogany	13,420.
Stratford	50"	Polished Mahogany	14,510.
Stratford	50"	Walnut	13,420.
Stratford	50"	Polished Walnut	14,510.

Grands

Boudoir	6'	Polished Ebony	44,530.
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Charles R. Walter — see "Walter, Charles R."

*For explanation of terms and prices, please see pages 5-10.

Model	Size	Style and Finish	Price*
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Chickering

Grands

410A	4' 10"	Ebony	13,380.
410A	4' 10"	Polished Ebony	14,100.
410A	4' 10"	Vintage Mahogany	14,330.
410A	4' 10"	Polished Mahogany	14,600.
410QA	4' 10"	Queen Anne Royal Cherry	16,000.
410QA	4' 10"	Queen Anne Polished Cherry	16,720.
410FP	4' 10"	French Provincial Royal Cherry	16,900.
507A	5' 7"	Ebony	16,000.
507A	5' 7"	Polished Ebony	16,700.
507A	5' 7"	Vintage Mahogany	17,200.
507A	5' 7"	Polished Mahogany	17,800.
507DL	5' 7"	Sheraton-Hepplewhite Mahogany	18,800.
507CD	5' 7"	Chippendale Royal Cherry	19,400.

Conn

Verticals

C433	43"	French Cherry	2,790.
C434	43"	French Oak	2,790.
C435	43"	Oak	2,790.
C436	43"	Cherry	2,790.

Estonia

Prices for 6' 3" and 9' models include Jansen adjustable artist bench. Prices for 5' 6" models do not include bench.

Grands

168	5' 6"	Ebony and Polished Ebony	19,780.
168	5' 6"	Mahogany and Polished Mahogany	21,380.
168	5' 6"	Bubinga and Polished Bubinga	21,380.
168	5' 6"	Walnut and Polished Walnut	21,380.
168	5' 6"	<i>White and Polished White</i>	21,380.
190	6' 3"	Ebony and Polished Ebony	24,900.
190	6' 3"	Mahogany and Polished Mahogany	27,390.
190	6' 3"	Bubinga and Polished Bubinga	27,390.
190	6' 3"	Walnut and Polished Walnut	27,390.

Model	Size	Style and Finish	Price*
190	6' 3"	<i>White and Polished White</i>	27,390.
190	6' 3"	<i>Chippendale Ebony and Polished Ebony</i>	25,800.
190	6' 3"	<i>Chippendale White and Polished White</i>	28,380.
273	9'	<i>Ebony and Polished Ebony</i>	45,780.
273	9'	<i>White and Polished White</i>	50,360.

Eterna

Verticals

ERC 10	44"	Continental Polished Ebony	3,690.
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Everett

Verticals

EV-43	43"	Italian Provincial Fruitwood	3,590.
EV-43	43"	Italian Provincial Cherry	3,590.
EV-43	43"	French Provincial Fruitwood	3,690.
EV-43	43"	French Provincial Cherry	3,690.
EV-112	44"	Continental Polished Ebony	2,700.
EV-112	44"	Continental Polished Mahogany	2,780.
EV-113	45"	Polished Ebony	2,900.
EV-113	45"	Polished Mahogany	2,980.
EV-116C	46"	Polished Ebony	3,280.
EV-116C	46"	Polished Mahogany	3,340.
EV-116CB	46"	Chippendale Polished Ebony	3,680.
EV-116CB	46"	Chippendale Polished Mahogany	3,740.

Grands

EV-500	5'	Polished Ebony	7,780.
EV-500	5'	Polished Mahogany	7,980.
EV-550	5' 5"	Polished Ebony	8,780.
EV-550	5' 5"	Polished Mahogany	8,980.
EV-610	6' 1"	Polished Ebony	10,380.

*For explanation of terms and prices, please see pages 5-10.

Model	Size	Style and Finish	Price*
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Fazioli

Fazioli is willing to make custom-designed cases with exotic veneers, marquetry, and other embellishments. Prices on request to Fazioli.

Grands

F156	5' 2"	Ebony	69,800.
F156	5' 2"	Polished Ebony	71,300.
F156	5' 2"	Walnut	74,100.
F156	5' 2"	Polished Walnut	76,500.
F156	5' 2"	Polished Pyramid Mahogany	78,800.
F156	5' 2"	Cherry	74,100.
F156	5' 2"	Polished Cherry	76,500.
F183	6'	Ebony	77,700.
F183	6'	Polished Ebony	79,300.
F183	6'	Walnut	83,100.
F183	6'	Polished Walnut	85,100.
F183	6'	Polished Pyramid Mahogany	88,200.
F183	6'	Cherry	83,100.
F183	6'	Polished Cherry	85,100.
F212	6' 11"	Ebony	87,400.
F212	6' 11"	Polished Ebony	89,500.
F212	6' 11"	Walnut	93,400.
F212	6' 11"	Polished Walnut	95,900.
F212	6' 11"	Polished Pyramid Mahogany	99,200.
F212	6' 11"	Cherry	93,400.
F212	6' 11"	Polished Cherry	95,900.
F228	7' 6"	Ebony	98,500.
F228	7' 6"	Polished Ebony	100,700.
F228	7' 6"	Walnut	104,700.
F228	7' 6"	Polished Walnut	107,100.
F228	7' 6"	Polished Pyramid Mahogany	112,100.
F228	7' 6"	Cherry	104,700.
F228	7' 6"	Polished Cherry	107,100.
F278	9' 2"	Ebony	126,900.
F278	9' 2"	Polished Ebony	129,200.
F278	9' 2"	Walnut	134,600.
F278	9' 2"	Polished Walnut	138,700.
F278	9' 2"	Polished Pyramid Mahogany	143,500.
F278	9' 2"	Cherry	134,600.

Model	Size	Style and Finish	Price*
F278	9' 2"	Polished Cherry	138,700.
F308	10' 2"	Ebony	165,900.
F308	10' 2"	Polished Ebony	168,300.
F308	10' 2"	Walnut	175,500.
F308	10' 2"	Polished Walnut	177,800.
F308	10' 2"	Polished Pyramid Mahogany	183,300.
F308	10' 2"	Cherry	175,500.
F308	10' 2"	Polished Cherry	177,800.

Förster, August

Prices do not include bench.

Verticals

116C	46"	Chippendale Polished Ebony	12,909.
116C	46"	Chippendale Polished Walnut	13,600.
116C	46"	Chippendale Polished Mahogany	12,975.
116C	46"	Chippendale Polished White	13,238.
116E	46"	Polished Ebony	12,909.
116E	46"	Polished Walnut	13,600.
116E	46"	Polished Mahogany	12,975.
116E	46"	Polished White	13,238.
125G	50"	Polished Ebony	13,984.
125G	50"	Polished Walnut	14,731.
125G	50"	Polished Mahogany	14,039.
125G	50"	Polished White	14,314.

Grands

170	5' 8"	Polished Ebony	27,299.
170	5' 8"	Polished Walnut	28,375.
170	5' 8"	Polished Mahogany	27,354.
170	5' 8"	Polished White	28,616.
170	5' 8"	"Classic" Polished Ebony	30,702.
170	5' 8"	"Classic" Polished Walnut	35,180.
170	5' 8"	"Classic" Polished Mahogany	31,306.
170	5' 8"	Chippendale, <i>additional</i>	6,806.
170	5' 8"	Antique	on request
170	5' 8"	Rococo	on request
190	6' 4"	Polished Ebony	30,318.
190	6' 4"	Polished Walnut	31,448.

*For explanation of terms and prices, please see pages 5-10.

Model	Size	Style and Finish	Price*
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Förster, August (continued)

190	6' 4"	Polished Mahogany	30,428.
190	6' 4"	Polished White	31,635.
190	6' 4"	"Classic" Polished Ebony	33,721.
190	6' 4"	"Classic" Polished Walnut	38,254.
190	6' 4"	"Classic" Polished Mahogany	34,379.
190	6' 4"	Chippendale, <i>additional</i>	6,806.
190	6' 4"	Antique	on request
215	7' 2"	Polished Ebony	34,182.
275	9' 1"	Polished Ebony	69,153.

George Steck — see "Steck, George"

Grotrian

Prices do not include bench.

Verticals

Caret	44"	Polished Ebony	19,000.
Caret	44"	Polished Walnut	20,000.
Caret	44"	Polished Mahogany	20,000.
Classic	49"	Polished Ebony	23,800.
Classic	49"	Polished Walnut	25,400.
Classic	49"	Polished Mahogany	25,400.
Concertino	52"	Polished Ebony	27,200.

Grands

Chambre	5' 5"	Ebony	44,600.
Chambre	5' 5"	Polished Ebony	49,000.
Chambre	5' 5"	Polished Walnut	53,800.
Cabinet	6' 3"	Ebony	49,400.
Cabinet	6' 3"	Polished Ebony	54,000.
Cabinet	6' 3"	Polished Walnut	58,000.
Concert	7' 4"	Ebony	60,800.
Concert	7' 4"	Polished Ebony	65,000.
Concert Royal	9' 2"	Polished Ebony	75,400.

Model	Size	Style and Finish	Price*
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Haessler

Prices do not include bench.

Verticals

115 K	45"	Ebony and Polished Ebony	11,982.
115 K	45"	Waxed Alder	11,744.
115 K	45"	Beech	11,744.
115 K	45"	Ash	11,744.
115 K	45"	White and Polished White	12,522.
118 K	46"	Ebony and Polished Ebony	13,404.
118 K	46"	Ebony with Walnut Accent	14,504.
118 K	46"	Mahogany and Polished Mahogany	14,124.
118 K	46"	Walnut and Polished Walnut	14,124.
118 K	46"	Cherry and Polished Cherry	14,524.
118 K	46"	Cherry with Yew Inlay, Satin and Polish	15,324.
118 K	46"	Oak	12,664.
118 K	46"	White and Polished White	13,964.
118 KM	46"	Ebony and Polished Ebony	14,204.
118 KM	46"	White and Polished White	14,804.
118 CH	46"	Mahogany and Polished Mahogany	15,324.
118 CH	46"	Walnut and Polished Walnut	15,664.
124 K	49"	Ebony and Polished Ebony	14,364.
124 K	49"	Ebony with Walnut Accent	15,184.
124 K	49"	Mahogany and Polished Mahogany	15,564.
124 K	49"	Walnut and Polished Walnut	15,564.
124 K	49"	Cherry and Polished Cherry	16,024.
124 K	49"	Cherry with Yew Inlay, Satin and Polish	16,824.
124 K	49"	White and Polished White	14,964.
124 KM	49"	Ebony and Polished Ebony	14,922.
124 KM	49"	White and Polished White	14,922.
132	52"	Ebony and Polished Ebony	20,220.

Grands

175	5' 8"	Ebony and Polished Ebony	36,822.
175	5' 8"	Mahogany and Polished Mahogany	39,776.
175	5' 8"	Saxony Polished Pyramid Mahogany	49,722.
175	5' 8"	Walnut and Polished Walnut	40,160.
175	5' 8"	Saxony Polished Burl Walnut	50,198.
175	5' 8"	Cherry and Polished Cherry	39,968.

*For explanation of terms and prices, please see pages 5-10.

Model	Size	Style and Finish	Price*
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Haessler (continued)

175	5' 8"	Polished Bubinga	42,072.
175	5' 8"	White and Polished White	38,664.
186	6' 1"	Ebony and Polished Ebony	41,486.
186	6' 1"	Mahogany and Polished Mahogany	44,814.
186	6' 1"	Saxony Polished Pyramid Mahogany	56,020.
186	6' 1"	Walnut and Polished Walnut	45,246.
186	6' 1"	Saxony Polished Burl Walnut	56,558.
186	6' 1"	Cherry and Polished Cherry	45,030.
186	6' 1"	Polished Bubinga	47,402.
186	6' 1"	White and Polished White	43,562.

Hallet, Davis & Co.

Verticals

UP-108D	42"	Continental Polished Ebony	2,620.
UP-108D	42"	Continental Polished Mahogany	2,680.
UP-108D	42"	Continental Polished Brown Mahogany	2,680.
UP-108D	42"	Continental Polished Walnut	2,680.
UP-108D	42"	Continental Polished Cherry	2,680.
UP-108D	42"	Continental Polished White	2,680.
UP-108M2	42"	Chippendale Polished Mahogany	2,920.
UP-108M2	42"	Chippendale Polished Brown Mahogany	2,920.
UP-108M2	42"	Chippendale Polished Cherry	2,920.
UP-110P2	44"	French Fruitwood	3,250.
UP-110P2	44"	French Cherry	3,250.
UP-110P2	44"	French Walnut	3,250.
UP-110P2	44"	French Brown Mahogany	3,250.
HS-450	45"	Walnut	3,340.
HS-452	45"	French Walnut	3,340.
UP-115M	46"	Polished Ebony	2,920.
UP-115M	46"	Polished Mahogany	2,970.
UP-115M	46"	Polished Brown Mahogany	2,970.
UP-115M	46"	Polished Walnut	2,970.
UP-115M	46"	Polished Cherry	2,970.
HB-115LS	46"	Deluxe Polished Ebony	3,150.
HB-115LS	46"	Deluxe Polished Mahogany	3,150.
HB-120LS	48"	Polished Ebony	3,570.

Model	Size	Style and Finish	Price*
HB-120LS	48"	Polished Mahogany	3,570.
HU-120B	48"	Polished Mahogany	3,990.
HU-131HX	52"	Polished Walnut	5,990.
HU-132B	52"	Polished Mahogany	6,390.
Grands			
HDG-1480	4' 11"	"Modern" Polished Ebony	8,990.
HDG-1480	4' 11"	"Modern" Polished Mahogany	9,390.
HDG-1480	4' 11"	"Modern" Polished Walnut	9,390.
HDG-1481	4' 11"	"Classic" Polished Ebony	9,390.
HDG-1481	4' 11"	"Classic" Polished Mahogany	9,390.
HDG-1481	4' 11"	"Classic" Polished Walnut	9,390.
GP-159	5' 3"	"Parlor" Polished Ebony	8,990.
GP-159	5' 3"	"Parlor" Polished Mahogany	9,390.
GP-159	5' 3"	"Parlor" Polished Walnut	9,390.
GP-159	5' 3"	"Parlor" Polished Cherry	9,390.
GP-159	5' 3"	"Parlor" Polished White	9,390.
HDG-1580	5' 3"	"Modern" Polished Ebony	9,590.
HDG-1580	5' 3"	"Modern" Polished Mahogany	10,100.
HDG-1580	5' 3"	"Modern" Polished Walnut	10,100.
HDG-1680	5' 7"	"Modern" Polished Ebony	9,990.
HDG-1680	5' 7"	"Modern" Polished Mahogany	10,590.
HDG-1680	5' 7"	"Modern" Polished Walnut	10,590.

Hoffmann, W.

Grand prices include artist bench; vertical prices include junior artist bench.

Verticals

H-120	47"	Polished Ebony	14,300.
H-120	47"	Oak	14,200.
H-120	47"	Mahogany	14,200.
H-120	47"	Polished Mahogany	15,240.
H-120	47"	Walnut	14,200.
H-120	47"	Polished Walnut	15,240.
H-120	47"	Cherry	14,200.
H-120	47"	Polished Cherry	15,240.
H-120	47"	Alder	14,000.
H-120	47"	Polished White	14,840.
H-124	49"	Polished Ebony	15,140.

*For explanation of terms and prices, please see pages 5-10.

Model	Size	Style and Finish	Price*
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Hoffmann, W. (continued)

H-124	49"	Oak	15,040.
H-124	49"	Mahogany	15,040.
H-124	49"	Polished Mahogany	16,200.
H-124	49"	Walnut	15,040.
H-124	49"	Polished Walnut	16,200.
H-124	49"	Cherry	15,040.
H-124	49"	Polished Cherry	16,200.
H-124	49"	Polished White	15,660.
H-125	50"	Polished Ebony	15,140.
H-125	50"	Oak	15,040.
H-125	50"	Mahogany	15,040.
H-125	50"	Polished Mahogany	16,200.
H-125	50"	Walnut	15,040.
H-125	50"	Polished Walnut	16,200.
H-125	50"	Cherry	15,040.
H-125	50"	Polished Cherry	16,200.
H-125	50"	Polished White	15,660.
Grands			
H-158	5' 2"	Polished Ebony	24,700.
H-158	5' 2"	Polished Mahogany	26,000.
H-158	5' 2"	Polished White	26,600.
H-170	5' 7"	Polished Ebony	26,740.
H-170	5' 7"	Polished Mahogany	27,880.
H-170	5' 7"	Polished White	28,920.
H-190	6' 3"	Polished Ebony	30,800.

Hofmann & Scholz / Mecklenburg

Verticals

NP-121	48"	Polished Ebony	7,998.
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Hyundai

Verticals

U-800	42"	Continental Polished Ebony	3,998.
U-800	42"	Continental Walnut	3,758.
U-800	42"	Continental Polished Walnut	4,300.

Model	Size	Style and Finish	Price*
U-800	42"	Continental Polished Mahogany	4,300.
U-800	42"	Continental Polished Ivory	3,998.
U-824F	43"	French Walnut	4,998.
U-824F	43"	French Brown Oak	4,998.
U-824F	43"	French Cherry	4,998.
U-824M	43"	Mediterranean Brown Oak	4,998.
U-824M	43"	Mediterranean Walnut	4,998.
U-822	45"	Continental Polished Ebony	4,698.
U-822	45"	Continental Polished Mahogany	4,998.
U-852	46"	Ebony	5,598.
U-852	46"	Polished Ebony	5,598.
U-852	46"	Brown Oak	5,598.
U-852	46"	Walnut	5,198.
U-842	46"	Chippendale Polished Mahogany	5,598.
U-832	48"	Ebony	5,198.
U-832	48"	Polished Ebony	5,198.
U-832	48"	Walnut	5,398.
U-832	48"	Polished Walnut	5,398.
U-832	48"	Brown Oak	5,398.
U-832	48"	Polished Brown Oak	5,398.
U-832	48"	Polished Mahogany	5,398.
U-837	52"	Ebony	5,598.
U-837	52"	Polished Ebony	5,698.
U-837	52"	Walnut	5,598.
U-837	52"	Polished Walnut	5,798.
U-837	52"	Polished Mahogany	5,798.
Grands			
G-50A	4' 7"	Ebony	9,898.
G-50A	4' 7"	Polished Ebony	9,998.
G-50A	4' 7"	Walnut	10,398.
G-50A	4' 7"	Polished Walnut	10,398.
G-50A	4' 7"	Polished Mahogany	10,398.
G-50A	4' 7"	Brown Oak	10,398.
G-50A	4' 7"	Polished Brown Oak	10,398.
G-50A	4' 7"	Polished Natural Oak	10,398.
G-50A	4' 7"	Cherry	10,398.
G-50A	4' 7"	Polished Ivory	10,198.
G-50A	4' 7"	Polished White	10,198.

*For explanation of terms and prices, please see pages 5-10.

Model	Size	Style and Finish	Price*
Hyundai (continued)			
G-50AF	4' 7"	Queen Anne Walnut	11,900.
G-50AF	4' 7"	Queen Anne Polished Walnut	11,900.
G-50AF	4' 7"	Queen Anne Brown Oak	11,900.
G-50AF	4' 7"	Queen Anne Polished Brown Oak	11,900.
G-50AF	4' 7"	Queen Anne Polished Mahogany	11,900.
G-50AF	4' 7"	Queen Anne Cherry	11,900.
G-50AF	4' 7"	Queen Anne Polished Ivory	11,900.
G-50AF	4' 7"	Queen Anne Polished White	11,900.
G-80A	5' 1"	Ebony	11,398.
G-80A	5' 1"	Polished Ebony	11,498.
G-80A	5' 1"	Walnut	11,898.
G-80A	5' 1"	Polished Walnut	11,898.
G-80A	5' 1"	Polished Natural Oak	11,898.
G-80A	5' 1"	Brown Oak	11,898.
G-80A	5' 1"	Polished Mahogany	11,898.
G-80A	5' 1"	Cherry	11,898.
G-80A	5' 1"	Polished Ivory	11,698.
G-80A	5' 1"	Polished White	11,698.
G-80AF	5' 1"	Queen Anne Polished Mahogany	14,098.
G-80B	5' 1"	Chippendale Polished Mahogany	14,098.
G-81	5' 9"	Chippendale Polished Mahogany	15,398.
G-82	5' 9"	Ebony	12,798.
G-82	5' 9"	Polished Ebony	12,898.
G-82	5' 9"	Walnut	13,298.
G-82	5' 9"	Polished Walnut	13,298.
G-82	5' 9"	Polished Natural Oak	13,298.
G-82	5' 9"	Brown Oak	13,298.
G-82	5' 9"	Polished Brown Oak	13,298.
G-82	5' 9"	Polished Mahogany	13,298.
G-82	5' 9"	Cherry	13,298.
G-82	5' 9"	Polished Ivory	13,098.
G-82	5' 9"	Polished White	13,098.
G-82AF	5' 9"	Queen Anne Polished Mahogany	15,398.
G-84	6' 1"	Ebony	13,498.
G-84	6' 1"	Polished Ebony	13,598.
G-84	6' 1"	Walnut	13,998.
G-84	6' 1"	Polished Walnut	13,998.

Model	Size	Style and Finish	Price*
G-84	6' 1"	Brown Oak	13,998.
G-84	6' 1"	Polished Mahogany	13,998.
G-84	6' 1"	Polished Ivory	13,798.
G-84	6' 1"	Polished White	13,798.
G-85	6' 10"	Ebony	17,398.
G-85	6' 10"	Polished Ebony	17,398.

Irmiler

Vertical models beginning with "M" and the F18E grand are made in Europe. Vertical models beginning with "P" and the F16 and F21 grands are made in China.

Verticals

M113D	44"	Polished Ebony	5,180.
M113D	44"	Polished Walnut	5,380.
M113D	44"	Polished Mahogany	5,380.
M113D	44"	Cherry and Polished Cherry	5,380.
M113D	44"	Polished White	5,180.
M118A	47"	Polished Ebony	5,560.
M118A	47"	Polished Walnut	5,780.
M118A	47"	Polished Mahogany	5,780.
M118A	47"	Cherry and Polished Cherry	5,780.
M118A	47"	Polished White	5,560.
M118CH	47"	Polished Walnut	6,120.
M118CH	47"	Polished Mahogany	6,120.
M118CH	47"	Cherry and Polished Cherry	6,120.
P118K	47"	Polished Ebony	2,794.
P118K	47"	Polished Walnut	2,856.
P118K	47"	Polished Mahogany	2,894.
P118K4	47"	Polished Ebony	3,096.
P118K4	47"	Polished Walnut	3,110.
P118K4	47"	Polished Mahogany	3,160.
M120A	48"	Polished Ebony	6,400.
M120A	48"	Polished Walnut	6,600.
M120A	48"	Polished Mahogany	6,600.
M120A	48"	Cherry and Polished Cherry	6,600.
M120A	48"	Polished White	6,400.
P120K	48"	Polished Ebony	3,538.
P120K	48"	Polished Walnut	3,564.

*For explanation of terms and prices, please see pages 5-10.

Model	Size	Style and Finish	Price*
Irmier (continued)			3,626.
P120K	48"	Polished Mahogany	3,614.
P120K1	48"	Polished Ebony	3,702.
P120K1	48"	Polished Walnut	3,716.
P120K1	48"	Polished Mahogany	4,222.
P120K1	48"	Polished Ebony	4,398.
P120K1	48"	Polished Walnut	4,398.
P120K1	48"	Polished Mahogany	3,816.
P120K1	48"	Polished Ebony	3,944.
P120K1	48"	Polished Walnut	3,968.
P120K1	48"	Polished Mahogany	9,762.
P120K1	51"	Polished Ebony	10,140.
P120K1	51"	Polished Walnut	10,140.
P120K1	51"	Polished Mahogany	10,014.
P120K1	51"	Polished White	23,140.
P120K1	51"	Polished Ebony	24,440.
P120K1	51"	Polished Walnut	24,440.
P120K1	51"	Polished Mahogany	24,440.
P120K1	51"	Cherry and Polished Cherry	24,440.
P120K1	51"	Polished White	23,140.
P120K1	51"	Chippendale Polished Ebony	25,600.
P120K1	51"	Chippendale Polished Walnut	26,600.
P120K1	51"	Chippendale Polished Mahogany	26,600.
P120K1	51"	Chippendale Cherry and Pol. Cherry	26,600.
P120K1	51"	Chippendale Polished White	25,600.
P120K1	51"	"Classic" Polished Ebony	27,300.
P120K1	51"	"Classic" Polished Walnut	28,300.
P120K1	51"	"Classic" Polished Mahogany	28,300.
P120K1	51"	"Classic" Cherry and Polished Cherry	28,300.
P120K1	51"	"Classic" Polished White	27,300.
P120K1	4	Polished Ebony	17,478.
P120K1	4	Polished Walnut	17,806.
P120K1	4	Polished Mahogany	17,806.
P120K1	4	Polished White	17,730.

Model	Size	Style and Finish	Price*
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Kawai

Verticals

504-M	43"	Mediterranean Oak	4,250.
504-T	43"	Mahogany	4,250.
504-F	43"	French Provincial Cherry	4,350.
504-Q	43"	Queen Anne Mahogany	4,350.
505-M	43"	Mediterranean Oak	4,690.
505-T	43"	Mahogany	4,690.
505-F	43"	French Provincial Cherry	4,790.
505-Q	43"	Queen Anne Mahogany	4,790.
605-M	44"	Mediterranean Oak	5,350.
605-T	44"	Mahogany	5,410.
605-CF	44"	Country French Oak	5,450.
605-F	44"	French Provincial Cherry	5,450.
CX-5H	45"	Polished Ebony	4,490.
CX-5H	45"	Polished Mahogany	5,590.
AT-105	45"	CX-5H Polished Ebony with AnyTime	5,990.
902-M	46"	Mediterranean Oak	6,270.
902-F	46"	French Provincial Cherry	6,490.
902-T	46"	Mahogany	6,490.
UST-7	46"	Oak	6,690.
UST-7	46"	Walnut	6,790.
UST-8	46"	Ebony	5,590.
UST-8	46"	Walnut	5,590.
UST-8	46"	Oak	5,590.
K-30	48"	Polished Ebony	6,390.
K-30	48"	Mahogany	7,390.
K-30	48"	Polished Mahogany	7,590.
K-50	49"	Polished Ebony	7,790.
K-50	49"	Walnut	8,590.
K-50	49"	Polished Walnut	8,990.
K-50	49"	Polished Sapeli Mahogany	8,990.
K-60	52"	Polished Ebony	10,490.
K-80	52"	Polished Ebony	12,590.

Grands

GM-2A	5'	Ebony	11,890.
GM-2A	5'	Polished Ebony	11,990.
GM-2A	5'	Polished Snow White	13,190.

*For explanation of terms and prices, please see pages 5-10.

Model	Size	Style and Finish	Price*
Irmiler (continued)			
P120K	48"	Polished Mahogany	3,626.
P120K1	48"	Polished Ebony	3,614.
P120K1	48"	Polished Walnut	3,702.
P120K1	48"	Polished Mahogany	3,716.
P125K	50"	Polished Ebony	4,222.
P125K	50"	Polished Walnut	4,398.
P125K	50"	Polished Mahogany	4,398.
P130K	52"	Polished Ebony	3,816.
P130K	52"	Polished Walnut	3,944.
P130K	52"	Polished Mahogany	3,968.
Grands			
F16	5' 3"	Polished Ebony	9,762.
F16	5' 3"	Polished Walnut	10,140.
F16	5' 3"	Polished Mahogany	10,140.
F16	5' 3"	Polished White	10,014.
F18E	5' 11"	Polished Ebony	23,140.
F18E	5' 11"	Polished Walnut	24,440.
F18E	5' 11"	Polished Mahogany	24,440.
F18E	5' 11"	Cherry and Polished Cherry	24,440.
F18E	5' 11"	Polished White	23,140.
F18E	5' 11"	Chippendale Polished Ebony	25,600.
F18E	5' 11"	Chippendale Polished Walnut	26,600.
F18E	5' 11"	Chippendale Polished Mahogany	26,600.
F18E	5' 11"	Chippendale Cherry and Pol. Cherry	26,600.
F18E	5' 11"	Chippendale Polished White	25,600.
F18E	5' 11"	"Classic" Polished Ebony	27,300.
F18E	5' 11"	"Classic" Polished Walnut	28,300.
F18E	5' 11"	"Classic" Polished Mahogany	28,300.
F18E	5' 11"	"Classic" Cherry and Polished Cherry	28,300.
F18E	5' 11"	"Classic" Polished White	27,300.
F21	7'	Polished Ebony	17,478.
F21	7'	Polished Walnut	17,806.
F21	7'	Polished Mahogany	17,806.
F21	7'	Polished White	17,730.

Model	Size	Style and Finish	Price*
Kawai			
Verticals			
504-M	43"	Mediterranean Oak	4,250.
504-T	43"	Mahogany	4,250.
504-F	43"	French Provincial Cherry	4,350.
504-Q	43"	Queen Anne Mahogany	4,350.
505-M	43"	Mediterranean Oak	4,690.
505-T	43"	Mahogany	4,690.
505-F	43"	French Provincial Cherry	4,790.
505-Q	43"	Queen Anne Mahogany	4,790.
605-M	44"	Mediterranean Oak	5,350.
605-T	44"	Mahogany	5,410.
605-CF	44"	Country French Oak	5,450.
605-F	44"	French Provincial Cherry	5,450.
CX-5H	45"	Polished Ebony	4,490.
CX-5H	45"	Polished Mahogany	5,590.
AT-105	45"	CX-5H Polished Ebony with AnyTime	5,990.
902-M	46"	Mediterranean Oak	6,270.
902-F	46"	French Provincial Cherry	6,490.
902-T	46"	Mahogany	6,490.
UST-7	46"	Oak	6,690.
UST-7	46"	Walnut	6,790.
UST-8	46"	Ebony	5,590.
UST-8	46"	Walnut	5,590.
UST-8	46"	Oak	5,590.
K-30	48"	Polished Ebony	6,390.
K-30	48"	Mahogany	7,390.
K-30	48"	Polished Mahogany	7,590.
K-50	49"	Polished Ebony	7,790.
K-50	49"	Walnut	8,590.
K-50	49"	Polished Walnut	8,990.
K-50	49"	Polished Sapeli Mahogany	8,990.
K-60	52"	Polished Ebony	10,490.
K-80	52"	Polished Ebony	12,590.
Grands			
GM-2A	5'	Ebony	11,890.
GM-2A	5'	Polished Ebony	11,990.
GM-2A	5'	Polished Snow White	13,190.

*For explanation of terms and prices, please see pages 5-10.

Model	Size	Style and Finish	Price*
Kawai (continued)			
GE-1A	5' 1"	Ebony	13,990.
GE-1A	5' 1"	Polished Ebony	14,190.
GE-1A	5' 1"	Walnut	15,790.
GE-1A	5' 1"	Mahogany and Polished Mahogany	15,990.
GE-1A	5' 1"	Polished Sapeli Mahogany	15,990.
GE-1A	5' 1"	Polished Snow White	15,190.
GE-1A	5' 1"	Polished Ivory	15,390.
GE-1AS	5' 1"	Polished Ebony	14,690.
RX-1	5' 5"	Ebony	18,590.
RX-1	5' 5"	Polished Ebony	18,990.
RX-1	5' 5"	Walnut	20,370.
RX-1	5' 5"	Polished Walnut	20,990.
RX-1	5' 5"	Polished Sapeli Mahogany	20,590.
RX-1	5' 5"	Polished Snow White	19,790.
RX-2	5' 10"	Ebony	21,390.
RX-2	5' 10"	Polished Ebony	21,590.
RX-2	5' 10"	Walnut	23,190.
RX-2	5' 10"	Polished Walnut	24,390.
RX-2	5' 10"	Oak	22,190.
RX-2	5' 10"	Polished Mahogany	23,190.
RX-2	5' 10"	Polished Sapeli Mahogany	23,390.
RX-2	5' 10"	Polished Rosewood	27,590.
RX-2	5' 10"	Polished Snow White	22,590.
RX-2F	5' 10"	French Provincial Polished Mahogany	27,390.
RX-3	6' 1"	Ebony	27,390.
RX-3	6' 1"	Polished Ebony	27,990.
RX-A	6' 5"	Polished Ebony	56,790.
RX-5	6' 6"	Ebony	30,990.
RX-5	6' 6"	Polished Ebony	31,190.
RX-6	7'	Ebony	34,790.
RX-6	7'	Polished Ebony	34,990.
RX-7	7' 6"	Ebony	39,790.
RX-7	7' 6"	Polished Ebony	40,190.
GS-100	9' 1"	Ebony	77,990.
GS-100	9' 1"	Polished Ebony	79,990.
EX	9' 1"	Polished Ebony	109,190.
EX-G	9' 1"	Polished Ebony	115,990.

Model	Size	Style and Finish	Price*
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Kemble

Verticals

Cambridge 10	43"	Continental Polished Ebony	7,190.
Cambridge 10	43"	Continental Mahogany	6,490.
Cambridge 10	43"	Continental Polished Mahogany	7,190.
Cambridge 10	43"	Continental Walnut	6,490.
Oxford	43"	Polished Ebony	7,490.
Oxford	43"	Mahogany	6,790.
Oxford	43"	Georgian Mahogany Lustre	7,490.
Oxford	43"	Polished Mahogany	7,490.
Oxford	43"	Walnut	6,790.
Oxford	43"	Polished Walnut	7,490.
Oxford	43"	Beech	7,490.
Cambridge 15	45"	Continental Mahogany	7,250.
Cambridge 15	45"	Continental Cherry	7,490.
Traditional	45"	Polished Ebony	8,150.
Traditional	45"	Polished Ebony with Burr Walnut	8,450.
Traditional	45"	Polished Mahogany	8,150.
Traditional	45"	Alder	8,150.
Prestige	45"	Cherry with Yew Inlay	9,190.
Empire	45"	Empire Polished Mahogany	9,390.
K121Z	48"	Polished Ebony	9,350.
K121Z	48"	Georgian Mahogany Lustre	8,990.
K121Z	48"	Polished Mahogany	9,350.
K121Z	48"	Polished Walnut	9,350.
K121Z	48"	Polished Ebony w/Burr Walnut Panel	9,850.
K131Q	52"	Polished Ebony	13,350.

Silent Verticals

KS Trad.	45"	Polished Ebony	9,850.
KS Empire	45"	Empire Polished Mahogany	11,350.

Kingsburg

Verticals

109AB	43"	Continental Polished Ebony	3,885.
109AP	43"	Continental Polished Mahogany	3,975.
109AP	43"	Continental Polished Walnut	3,975.
109AYS	43"	Continental Cherry	3,975.

*For explanation of terms and prices, please see pages 5-10.

Model	Size	Style and Finish	Price*
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Kingsburg (continued)

109AYS	43"	Continental Oak	3,975.
109BBS	43"	Continental Polished Ebony w/Molding	4,185.
LF109ABF	43"	Continental Pol. Mahogany w/Molding	4,335.
LF109ABF	43"	Continental Polished Walnut w/Molding	4,335.
109BB	43"	Polished Ebony (straight leg)	4,185.
LF109BM	43"	Polished Mahogany (straight leg)	4,185.
LF109BM	43"	Polished Walnut (straight leg)	4,185.
LF109GB	43"	Polished Ebony (curved leg)	4,335.
LF109GM	43"	Polished Mahogany (curved leg)	4,485.
LF109GM	43"	Polished Walnut (curved leg)	4,485.
LF113G	44"	Queen Anne or Mediterranean Oak	5,340.
LF113G	44"	Queen Anne or Mediterranean Cherry	5,340.
LF113G	44"	Queen Anne or Mediterranean Walnut	5,340.
LM115GW	45"	Polished Ebony	4,455.
LM115GW	45"	Polished Mahogany	4,455.
LM115GW	45"	Walnut	4,635.
LM115GW	45"	Polished Walnut	4,455.
LM115GW	45"	Oak	4,635.
LM115GW	45"	Cherry	4,635.
LM116EBF	46"	Chippendale Polished Ebony	4,395.
LM116EMF	46"	Chippendale Polished Mahogany	4,485.
LM116EMF	46"	Chippendale Polished Walnut	4,485.
LM116HB/M	46"	Pol. Ebony w/Oak or Cherry Accents	4,395.
LM117CW	46"	Cherry	5,685.
LM117CW	46"	Oak	5,685.
LM117CW	46"	Walnut	5,685.
LM117GW	46"	Polished Ebony (curved leg)	4,785.
LM117GW	46"	Polished Mahogany (curved leg)	4,785.
LM117GW	46"	Polished Walnut (curved leg)	4,785.
LT122BB	48"	Polished Ebony	5,085.
LT122BB	48"	Polished Mahogany	5,085.
LT122BB	48"	Polished Walnut	5,085.
LT122JB	48"	Polished Ebony with Cherry Accents	7,485.
LT122KB	48"	Polished Ebony w/Burr Walnut Accents	8,175.
LT122GW	48"	Cherry	5,985.
LT122GW	48"	Walnut	5,985.
LT122GW	48"	Oak	5,985.

Model	Size	Style and Finish	Price*
Grands			
F158	5' 2"	Polished Ebony	14,085.
F158	5' 2"	Polished Mahogany	14,085.
F185	6' 1"	Polished Ebony	16,485.
F185	6' 1"	Polished Mahogany	16,485.

Knabe, (Wm.)

The prices below include a factory-installed PianoDisc PDS 128 Plus playback system. Subtract \$408 for a PianoCD system. Add \$1,299 each for a SymphonyPro Sound Module or a TFT MIDI Record System. Subtract \$1,800 for a factory-installed GT-360 QuietTime system instead of the PDS 128 Plus.

Verticals

KB-420	42"	Continental Polished Ebony	8,866.
KB-420	42"	Continental Polished Mahogany	8,982.
KN-420	42"	Continental Polished Ebony	10,584.
KN-420	42"	Continental Polished Mahogany	10,668.
KB-43	43"	French Provincial Oak	9,212.
KB-43	43"	French Provincial Cherry	9,212.
KN-43	43"	Queen Anne Oak	11,442.
KN-43	43"	Queen Anne Cherry	11,442.
KB-480	48"	Polished Ebony	9,556.
KB-480	48"	Polished Mahogany	9,672.
KN-480	48"	Polished Ebony	12,312.
KN-480	48"	Open-Pore Walnut	12,708.
KN-480	48"	Polished Mahogany	12,636.

Grands

KB-500	4' 11"	Polished Ebony	16,226.
KN-500	4' 11"	Ebony or Polished Ebony	19,258.
KN-500	4' 11"	Polished Mahogany	20,500.
KB-520	5' 2"	Polished Ebony	16,686.
KN-520	5' 2"	Ebony or Polished Ebony	20,412.
KN-520	5' 2"	Polished Mahogany	20,996.
KN-590	5' 9"	Ebony or Polished Ebony	22,524.
KN-590	5' 9"	Polished Mahogany	23,228.
KN-590	5' 9"	Empire Inlay Polished Mahogany	26,374.
KN-610	6' 1"	Ebony or Polished Ebony	22,994.
KN-610	6' 1"	Polished Mahogany	24,860.
KN-700	6' 10"	Ebony or Polished Ebony	29,128.

*For explanation of terms and prices, please see pages 5-10.

Knight, Alfred

Prices are FOB England and do not include duty, freight, and other costs of importing. Oak, ash, and cherry are available at the same price as mahogany. Polished white is available at the same price as polished ebony.

Verticals

K10 Slimline	44"	Polished Ebony	11,490.
K10 Slimline	44"	Mahogany	9,820.
K10 Slimline	44"	Polished Mahogany	11,490.
K10 Slimline	44"	Walnut	9,820.
K10 Slimline	44"	Polished Walnut	11,490.
K10 Slimline	44"	Teak	9,820.
K10 London	44"	Polished Ebony	12,670.
K10 London	44"	Mahogany	10,770.
K10 London	44"	Polished Mahogany	12,670.
K10 London	44"	Walnut	10,770.
K10 London	44"	Polished Walnut	12,670.
K10 School	44"	Mahogany	10,560.
K10 School	44"	Oak	10,560.
Savoy	48"	Polished Ebony	13,420.
Savoy	48"	Mahogany	12,080.
Savoy	48"	Polished Mahogany	13,420.
Savoy	48"	Walnut	12,080.
Savoy	48"	Polished Walnut	13,420.

Kohler & Campbell

Verticals

KC 142	42-1/2"	Continental Polished Ebony	2,990.
KC 142	42-1/2"	Continental Cherry	2,790.
KC 142	42-1/2"	Continental Polished Walnut	3,090.
KC 142	42-1/2"	Continental Polished Mahogany	3,090.
KC 142	42-1/2"	Continental Polished Ivory	3,090.
KC 142	42-1/2"	Continental Polished White	3,090.
KC 144T	44"	Cherry	3,390.
KC 144T	44"	Mahogany	3,390.
KC 144M	44"	Mediterranean Brown Oak	3,290.
KC 144F	44"	French Provincial Brown Oak	3,390.
KC 144F	44"	French Provincial Cherry	3,390.

Model	Size	Style and Finish	Price*
KC 145	45"	Polished Ebony	3,190.
KC 145	45"	Cherry	2,990.
KC 145	45"	Polished Walnut	3,290.
KC 145	45"	Polished Mahogany	3,290.
KC 145	45"	Polished Ivory	3,290.
KC 145	45"	Polished White	3,290.
KC 118T	46-1/2"	Cherry	3,990.
KC 118T	46-1/2"	Mahogany	3,990.
KC 118M	46-1/2"	Mediterranean Brown Oak	3,790.
KC 118F	46-1/2"	French Provincial Brown Oak	3,990.
KC 118F	46-1/2"	French Provincial Cherry	3,990.
SKV-465S	46-1/2"	Ebony and Polished Ebony	4,390.
SKV-465S	46-1/2"	Walnut and Polished Walnut	4,590.
SKV-465S	46-1/2"	Mahogany and Polished Mahogany	4,590.
SKV-465S	46-1/2"	Oak and Polished Oak	4,590.
SKV-118FA	46-1/2"	French Polished Mahogany	5,190.
SKV-118FA	46-1/2"	French Polished Walnut	5,190.
KMV-47T	46-1/2"	"Millennium" Polished Cherry	4,790.
KMV-47T	46-1/2"	"Millennium" Polished Mahogany	4,790.
KMV-47F	46-1/2"	"Millennium" French Polished Cherry	4,790.
KC 121F	48"	Polished Ebony	3,990.
KC 121F	48"	Polished Mahogany	4,390.
SKV-48S	48"	Ebony and Polished Ebony	4,590.
SKV-48S	48"	Walnut and Polished Walnut	4,790.
SKV-48S	48"	Polished Mahogany	4,790.
SKV-48S	48"	Oak and Polished Oak	4,790.
SKV-48S	48"	Polished Ivory	4,590.
SKV-48S	48"	Polished White	4,590.
KMV-48SD	48"	"Millennium" Polished Ebony	5,390.
KMV-48SD	48"	"Millennium" Polished Mahogany	5,590.
SKV-52S	52"	Ebony and Polished Ebony	5,390.
SKV-52S	52"	Walnut and Polished Walnut	5,590.
SKV-52S	52"	Polished Mahogany	5,590.
SKV-52S	52"	Polished White	5,390.
KMV-52MD	52"	"Millennium" Polished Ebony	5,990.
KMV-52MD	52"	"Millennium" Polished Mahogany	6,390.

*For explanation of terms and prices, please see pages 5-10.

Model	Size	Style and Finish	Price*
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Kohler & Campbell (continued)

Grands

KIG 47	4' 7"	Polished Ebony	7,490.
SKG-400S	4' 7"	Ebony and Polished Ebony	9,140.
SKG-400S	4' 7"	Walnut and Polished Walnut	9,640.
SKG-400S	4' 7"	Mahogany and Polished Mahogany	9,640.
SKG-400S	4' 7"	Oak and Polished Oak	9,640.
SKG-400S	4' 7"	Cherry	9,640.
SKG-400S	4' 7"	Polished Ivory	9,140.
SKG-400S	4' 7"	Polished White	9,140.
SKG-400SKAF	4' 7"	French Provincial—all finishes (satin)	10,890.
SKG-400SKBF	4' 7"	French Provincial—all finishes (polish)	11,290.
SKG-500S	5' 1"	Ebony and Polished Ebony	10,390.
SKG-500S	5' 1"	Walnut and Polished Walnut	10,890.
SKG-500S	5' 1"	Mahogany and Polished Mahogany	10,890.
SKG-500S	5' 1"	Oak and Polished Oak	10,890.
SKG-500S	5' 1"	Cherry	10,890.
SKG-500S	5' 1"	Polished Ivory	10,390.
SKG-500S	5' 1"	Polished White	10,390.
SKG-500SKAF	5' 1"	French Provincial—all finishes (polish)	12,050.
SKG-500SKBF	5' 1"	French Provincial—all finishes (polish)	12,470.
SKG-600S	5' 9"	Ebony and Polished Ebony	11,640.
SKG-600S	5' 9"	Walnut and Polished Walnut	12,140.
SKG-600S	5' 9"	Mahogany and Polished Mahogany	12,140.
SKG-600S	5' 9"	Oak and Polished Oak	12,140.
SKG-600S	5' 9"	Cherry	12,140.
SKG-600S	5' 9"	Polished Ivory	11,640.
SKG-600S	5' 9"	White	11,640.
SKG-600S	5' 9"	Polished White	11,640.
SKG-600SL	5' 9"	Empire Ebony and Polished Ebony	12,680.
SKG-600SL	5' 9"	Empire Mahogany and Pol. Mahogany	13,180.
SKG-600SL	5' 9"	Empire Ivory and Polished Ivory	12,680.
SKG-600SL	5' 9"	Empire White and Polished White	12,680.
KFM-600S	5' 9"	"Millennium" Ebony and Pol. Ebony	17,990.
KFM-600S	5' 9"	"Millennium" All other finishes	18,990.
SKG-650S	6' 1"	Ebony and Polished Ebony	12,470.
SKG-650S	6' 1"	Walnut and Polished Walnut	12,970.
SKG-650S	6' 1"	Mahogany and Polished Mahogany	12,970.

Model	Size	Style and Finish	Price*
SKG-650S	6' 1"	Oak and Polished Oak	12,970.
SKG-650S	6' 1"	Cherry	12,970.
SKG-650SL	6' 1"	Empire Ebony and Polished Ebony	13,510.
SKG-650SL	6' 1"	Empire Mahogany and Pol. Mahogany	14,010.
KFM-650S	6' 1"	"Millennium" Ebony and Pol. Ebony	21,000.
KFM-650S	6' 1"	"Millennium" All other finishes	23,000.
KFM-650SL	6' 1"	"Millennium" Empire Satin/Pol. Ebony	21,900.
KFM-650SL	6' 1"	"Millennium" Empire Satin/Pol. Mahog.	22,900.
KFM-700S	6' 8"	"Millennium" Ebony and Pol. Ebony	23,000.
KFM-700S	6' 8"	"Millennium" All other finishes	24,000.
KFM-800S	7'	"Millennium" Ebony and Pol. Ebony	25,000.
KFM-850S	7' 4"	"Millennium" Ebony and Pol. Ebony	27,000.
KFM-900S	9' 1"	"Millennium" Ebony and Pol. Ebony	67,990.
KFM-900S	9' 1"	"Millennium" All other finishes	71,990.
KFM-900S	9' 1"	"Millennium" Bubinga	73,990.

Krakauer

Verticals

K433	43"	French Cherry	2,990.
K434	43"	French Oak	2,990.
K435	43"	Oak	2,990.
K436	43"	Cherry	2,990.
K110B	43"	Polished Ebony	2,990.
K110R	43"	Polished Mahogany	2,990.
K110T	43"	Polished Walnut	2,990.
K110W	43"	Polished White	2,990.
K120B	48"	Polished Ebony	3,390.
K120R	48"	Polished Mahogany	3,390.
K120T	48"	Polished Walnut	3,390.
K120W	48"	Polished White	3,390.
K122	48-3/4"	<i>Polished Ebony</i>	3,500.
K122	48-3/4"	<i>Polished Mahogany</i>	3,500.
K122	48-3/4"	<i>Polished Walnut</i>	3,500.
K122	48-3/4"	<i>Polished White</i>	3,500.
K125	50"	<i>Polished Ebony</i>	3,590.
K125	50"	<i>Polished Mahogany</i>	3,590.
K125	50"	<i>Polished Walnut</i>	3,590.
K125	50"	<i>Polished White</i>	3,590.

*For explanation of terms and prices, please see pages 5-10.

Model	Size	Style and Finish	Price*
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Maeari

Verticals

MU-800	42"	Continental Polished Ebony	3,998.
MU-800	42"	Continental Walnut	3,758.
MU-800	42"	Continental Polished Walnut	4,300.
MU-800	42"	Continental Polished Mahogany	4,300.
MU-800	42"	Continental Polished White	3,998.
MU-800	42"	Continental Polished Ivory	3,998.
MU-824F	43"	French Walnut	4,998.
MU-824F	43"	French Brown Oak	4,998.
MU-824F	43"	French Cherry	4,998.
MU-824M	43"	Mediterranean Walnut	4,998.
MU-824M	43"	Mediterranean Brown Oak	4,998.
MU-824M	43"	Mediterranean Cherry	4,998.
MU-842	46"	Chippendale Polished Mahogany	5,598.
MU-852	46"	Ebony	5,598.
MU-852	46"	Polished Ebony	5,598.
MU-852	46"	Brown Oak	5,598.
MU-832	48"	Ebony	5,198.
MU-832	48"	Polished Ebony	5,198.
MU-832	48"	Walnut	4,998.
MU-832	48"	Polished Walnut	5,398.
MU-832	48"	Polished Mahogany	5,398.
MU-837	52"	Polished Ebony	5,698.
MU-837	52"	Walnut	5,598.
MU-837	52"	Polished Walnut	5,798.
MU-837	52"	Polished Mahogany	5,798.

Grands

G-450A	4' 7"	Ebony	9,898.
G-450A	4' 7"	Polished Ebony	9,998.
G-450A	4' 7"	Walnut	10,398.
G-450A	4' 7"	Polished Walnut	10,398.
G-450A	4' 7"	Polished Mahogany	10,398.
G-450A	4' 7"	Cherry	10,398.
G-450A	4' 7"	Polished Natural Oak	10,398.
G-450A	4' 7"	Brown Oak	10,398.
G-450A	4' 7"	Polished Brown Oak	10,398.

Model	Size	Style and Finish	Price*
G-450A	4' 7"	Polished Ivory	10,198.
G-450A	4' 7"	Polished White	10,198.
G-450AF	4' 7"	Queen Anne Polished Ebony	11,900.
G-450AF	4' 7"	Queen Anne Walnut	11,900.
G-450AF	4' 7"	Queen Anne Polished Walnut	11,900.
G-450AF	4' 7"	Queen Anne Polished Mahogany	11,900.
G-450AF	4' 7"	Queen Anne Cherry	11,900.
G-450AF	4' 7"	Queen Anne Brown Oak	11,900.
G-450AF	4' 7"	Queen Anne Polished Brown Oak	11,900.
G-450AF	4' 7"	Queen Anne Polished Ivory	11,900.
G-450AF	4' 7"	Queen Anne Polished White	11,900.
G-480A	5' 1"	Ebony	11,398.
G-480A	5' 1"	Polished Ebony	11,498.
G-480A	5' 1"	Walnut	11,898.
G-480A	5' 1"	Polished Walnut	11,898.
G-480A	5' 1"	Polished Mahogany	11,898.
G-480A	5' 1"	Cherry	11,898.
G-480A	5' 1"	Polished Natural Oak	11,898.
G-480A	5' 1"	Brown Oak	11,898.
G-480A	5' 1"	Polished Ivory	11,698.
G-480A	5' 1"	Polished White	11,698.
G-480B	5' 1"	Chippendale Polished Mahogany	14,098.
G-480AF	5' 1"	Queen Anne Polished Mahogany	14,098.
G-481	5' 9"	Chippendale Polished Mahogany	15,398.
G-482	5' 9"	Ebony	12,798.
G-482	5' 9"	Polished Ebony	12,898.
G-482	5' 9"	Walnut	13,298.
G-482	5' 9"	Polished Walnut	13,298.
G-482	5' 9"	Polished Mahogany	13,298.
G-482	5' 9"	Cherry	13,298.
G-482	5' 9"	Polished Ivory	13,098.
G-482	5' 9"	Polished White	13,098.
G-482AF	5' 9"	Queen Anne Polished Mahogany	15,398.
G-484	6' 1"	Ebony	13,498.
G-484	6' 1"	Polished Ebony	13,598.
G-484	6' 1"	Walnut	13,998.
G-484	6' 1"	Polished Walnut	13,998.
G-484	6' 1"	Polished Mahogany	13,998.

*For explanation of terms and prices, please see pages 5-10.

Model	Size	Style and Finish	Price*
Maeari (continued)			
G-484	6' 1"	Oak	13,998.
G-484	6' 1"	Polished Ivory	13,798.
G-484	6' 1"	Polished White	13,798.
G-485	6' 10"	Ebony	17,398.
G-485	6' 10"	Polished Ebony	17,398.

Mason & Hamlin

Verticals

50	50"	Ebony	15,990.
50	50"	Polished Ebony	16,200.
50	50"	<i>Mahogany</i>	16,200.

Grands

A	5' 8"	Ebony	43,200.
A	5' 8"	Polished Ebony	44,260.
A	5' 8"	<i>Mahogany</i>	44,260.
A	5' 8"	<i>Polished Mahogany</i>	45,110.
A	5' 8"	"Monticello" Mahogany	46,098.
BB	7'	Ebony	53,800.
BB	7'	Polished Ebony	54,860.
BB	7'	<i>Mahogany</i>	54,860.
BB	7'	<i>Polished Mahogany</i>	55,500.
BB	7'	"Monticello" Mahogany	58,232.

Mecklenburg — see "Hofmann & Scholz / Mecklenburg"

Niemeyer

Verticals

NI112	44"	Continental Polished Ebony	2,700.
NI112	44"	Continental Polished Mahogany	2,700.
NI112	44"	Continental Polished Walnut	2,700.
NI112	44"	Continental Polished White	2,790.
NI114	45"	Polished Ebony	2,900.
NI114	45"	Polished Mahogany	2,900.
NI115	45"	Chippendale Polished Mahogany	3,100.
NI121	48"	Polished Ebony	3,100.
NI121	48"	Polished Mahogany	3,100.

Model	Size	Style and Finish	Price*
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Niendorf

Prices do not include bench.

Grands

145	4' 9"	Polished Ebony	19,336.
145	4' 9"	Polished Mahogany	19,470.
145	4' 9"	Polished Walnut	19,898.
145	4' 9"	Chippendale Polished Ebony	20,219.
145	4' 9"	Chippendale Polished Mahogany	20,251.
145	4' 9"	Chippendale Polished Walnut	20,732.
182	6'	Polished Ebony	22,560.
182	6'	Polished Mahogany	23,688.
182	6'	Polished Walnut	23,581.

Nordiska

Verticals

112-F	44"	Continental Polished Ebony	2,780.
112-F	44"	Continental Polished Walnut	2,780.
112-F	44"	Continental Polished Mahogany	2,780.
116-C	46"	Polished Ebony	3,180.
116-C	46"	Polished Walnut	3,180.
116-C	46"	Polished Mahogany	3,180.
116-CB	46"	Chippendale Polished Ebony	3,580.
116-CB	46"	Chippendale Polished Walnut	3,580.
116-CB	46"	Chippendale Polished Mahogany	3,580.
118-CH	47"	Polished Ebony	3,380.
118-S	46"	Demi-Chippendale Polished Ebony	3,380.
118-S	46"	Demi-Chippendale Polished Walnut	3,380.
118-S	46"	Demi-Chippendale Polished Mahogany	3,380.
120-C	48"	Polished Ebony	3,780.
120-C	48"	Polished Mahogany	3,780.
122-C	48"	Polished Ebony	3,780.
122-C	48"	Polished Walnut	3,780.
122-C	48"	Polished Mahogany	3,780.

Grands

152-C	5'	Polished Ebony	7,600.
165-CM	5' 5"	Polished Ebony	8,380.
185-C	6' 1"	Polished Ebony	9,980.

*For explanation of terms and prices, please see pages 5-10.

Model	Size	Style and Finish	Price*
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Pearl River

Verticals

UP-108D1	42-1/2"	Continental Polished Ebony	2,598.
UP-108D1	42-1/2"	Continental Polished Mahogany	2,642.
UP-108D1	42-1/2"	Continental Polished Walnut	2,642.
UP-108D1	42-1/2"	Continental Polished Cherry	2,690.
UP-108D1	42-1/2"	Continental Polished White	2,690.
UP-108M2	42-1/2"	Chippendale Polished Mahogany	2,766.
UP-108M2	42-1/2"	Chippendale Polished Walnut	2,766.
UP-108T2	42-1/2"	Polished Ebony	2,816.
UP-108T2	42-1/2"	Polished Mahogany	2,864.
UP-108T2	42-1/2"	Polished Walnut	2,864.
UP-108T2	42-1/2"	Polished White	2,864.
UP-110P2	43"	Country French Mahogany	3,356.
UP-110P2	43"	Country French Walnut	3,356.
UP-110P3	43"	French/Chippendale Polished Ebony	3,440.
UP-110P3	43"	French/Chippendale Pol. Mahogany	3,488.
UP-110R	43"	Mahogany (sliding fallboard)	3,266.
UP-110R	43"	Walnut (sliding fallboard)	3,266.
UP-110R1	43"	Mahogany (Boston fallboard)	3,356.
UP-110R1	43"	Walnut (Boston fallboard)	3,356.
UP-118M	47"	Polished Ebony	2,894.
UP-118M	47"	Polished Mahogany	2,940.
UP-118M	47"	Polished Walnut	2,940.
UP-118M	47"	Polished White	2,984.
UP-118M4	47"	Deluxe Polished Ebony	3,168.
UP-118M4	47"	Deluxe Polished Mahogany	3,210.
UP-118M4	47"	Deluxe Polished Walnut	3,210.
UP-125M1	49"	Polished Ebony (with Yamaha)	4,350.
UP-130M	51"	Polished Ebony	3,384.
UP-130M	51"	Polished Mahogany	3,428.
UP-130M	51"	Polished Walnut	3,428.
UP-130T2	51"	Deluxe Polished Ebony	4,828.
UP-130T2	51"	Deluxe Polished Mahogany	4,870.

Grands

GP-142	4' 7"	Polished Ebony	7,904.
GP-159	5' 3"	Polished Ebony	9,554.

Model	Size	Style and Finish	Price*
GP-159	5' 3"	Polished Walnut	9,870.
GP-159	5' 3"	Polished Mahogany	9,870.
GP-159	5' 3"	Polished White	9,870.
GP-183	6'	Polished Ebony	13,326.
GP-213	7'	Polished Ebony	17,458.
GP-213	7'	Polished Walnut	17,776.
GP-275	9'	Polished Ebony	on request

Petrof

Note: Prices below do not include bench. Add from \$220 to \$630 (most are under \$400), depending on choice of bench.

Verticals

100-B	42"	Barok Polished Walnut	6,700.
100-B	42"	Barok Polished Flame Mahogany	6,700.
115-I	45"	Demi-Chippendale Polished Ebony	6,300.
115-I	45"	Demi-Chippendale Polished Walnut	6,300.
115-I	45"	Demi-Chippendale Pol. Flame Mahog.	6,300.
115-I	45"	Demi-Chipp. With Designer Panel	6,500.
115-IC	45"	Chippendale Polished Ebony	6,580.
115-IC	45"	Chippendale Polished Walnut	6,580.
115-IC	45"	Chippendale Polished Flame Mahogany	6,580.
115-II	45"	Continental Polished Ebony	5,580.
115-II	45"	Continental Polished Walnut	5,580.
115-II	45"	Continental Polished Flame Mahogany	5,580.
115-II	45"	Continental Polished Oak	5,580.
115-IID	45"	Polished Ebony	6,180.
115-IID	45"	Polished Walnut	6,180.
115-IID	45"	Polished Flame Mahogany	6,180.
115-V	45"	Polished Ebony	6,180.
115-V	45"	Polished Walnut	6,180.
115-V	45"	Polished Flame Mahogany	6,180.
115-VI	45"	Polished Ebony	5,980.
115-VI	45"	Polished Walnut	5,980.
115-VI	45"	Polished Flame Mahogany	5,980.
115-VII	45"	Polished Burl Walnut Veneer	6,180.
115 models	45"	<i>With Petrof/Renner action, add'l</i>	400.
125-III	50"	Polished Walnut	7,300.
125-III	50"	Polished Flame Mahogany	7,300.

*For explanation of terms and prices, please see pages 5-10.

Model	Size	Style and Finish	Price*
Petrof (continued)			
125-IV	50"	Polished Ebony	7,380.
126	50"	"Elegante" Pol. Ebony w/ Walnut/Gold	7,900.
131	52"	Polished Ebony	9,980.
131	52"	Polished Walnut	9,980.
131	52"	Polished Flame Mahogany	9,980.

Grands

V	5' 3"	Polished Ebony	18,600.
V	5' 3"	Polished Walnut	18,600.
V	5' 3"	Polished Flame Mahogany	18,600.
V	5' 3"	Demi-Chippendale Polished Ebony	20,800.
V	5' 3"	Demi-Chippendale Polished Walnut	20,800.
V	5' 3"	Demi-Chippendale Pol. Flame Mahog.	20,800.
IV	5' 8"	Polished Ebony	19,800.
IV	5' 8"	Polished Walnut	19,800.
IV	5' 8"	Polished Flame Mahogany	19,800.
IV	5' 8"	Demi-Chippendale Polished Ebony	21,800.
IV	5' 8"	Demi-Chippendale Polished Walnut	21,800.
IV	5' 8"	Demi-Chippendale Pol. Flame Mahog.	21,800.
IV C	5' 8"	Chippendale Polished Ebony	24,800.
IV C	5' 8"	Chippendale Polished Walnut	24,800.
IV C	5' 8"	Chippendale Polished Flame Mahogany	24,800.
III	6' 4"	Polished Ebony	23,800.
III	6' 4"	Polished Walnut	23,800.
III	6' 4"	Polished Flame Mahogany	23,800.
III M	6' 4"	"Master" Polished Ebony	32,600.
II	7' 9"	"Symphony" Polished Ebony	35,800.
I	9' 3"	"Mondial" Polished Ebony	45,800.

PianoDisc

Note: "PianoDisc" pianos have been discontinued. See under "Knabe."

Prices for PianoDisc and QuietTime systems vary by piano manufacturer and installer. The following are suggested retail prices from PianoDisc. The usual dealer discounts may apply, especially as an incentive to purchase a piano.

Model	Size	Style and Finish	Price*
PDS 128 Plus System, "factory-installed" or retrofitted:			
		Playback only	5,199.
		Add for SymphonyPro Sound Module	1,299.
		Add for TFT MIDI Record system	1,299.
		Add for amplified speakers, pair	749.
		Add for MX Music Expansion	999.
		Add for ProControl RF Remote	599.
		Add for PianoCD Drive	1,299.
PianoCD System			4,899.
PianoDigital QuietTime System:			
		GT-360	2,699.
		Combo with PDS 128 Plus	7,699.
		GT-90	2,099.
		Combo with PDS 128 Plus	7,199.
MIDI Controller (TFT MIDI Strip and MIDI interface board)			1,799.

Pleyel

Verticals

PL114	45"	Académie Polished Ebony	10,640.
PL114	45"	Académie Walnut	10,920.
PL118	47"	Polished Ebony	12,320.
PL118	47"	Polished Ebony with Cherry Decor	12,880.
PL118	47"	Polished Mahogany	13,720.
PL118	47"	Walnut with Marquetry	12,600.
PL124	49"	Polished Ebony	13,720.
PL124	49"	Polished Ebony with Cherry	14,300.
PL124	49"	Cherry/Walnut with Marquetry	14,000.
PL130	51"	Polished Ebony	15,680.
PL130	51"	<i>Add for Sostenuto</i>	990.
PL130	51"	<i>Add for Kluge Keyboard</i>	990.
Grands			
PL190	6' 3"	Polished Ebony	39,800.

Pramberger — see "Young Chang"

*For explanation of terms and prices, please see pages 5-10.

Model	Size	Style and Finish	Price*
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QRS / Pianomation

Prices for Pianomation systems vary by piano manufacturer, installer, and accessories. The following are approximate retail prices from QRS. The usual dealer discounts may apply, especially as an incentive to purchase a piano.

Pianomation:	2000C Player System	4,000. to 5,000.
	2000CD+ Player System, incl. speaker	4,500. to 5,500.
	AMC Player System with CD and floppy drives, speaker (higher price would also include Record option and mute rail)	5,000. to 6,800.
Playola:	With 2000C Player System	3,600.
	With 2000CD+ Player System	4,000.
Practice Session:	Lite (LiteSwitch Record, Piano-Only sound, mute rail)	950.
	Opti (OptiScan Record, Piano-Only sound, mute rail)	1,400.
	Lite AMC (LiteSwitch Record, AMC, mute rail)	1,600.
	Opti AMC (OptiScan Record, AMC, mute rail)	1,950.

Ridgewood

Verticals

108D	43"	Continental Polished Ebony	2,990.
108D	43"	Continental Polished Mahogany	3,050.
108D	43"	Continental Polished Walnut	3,050.
108D	43"	Continental Polished White	3,070.
108M	43"	Polished Ebony	3,090.
108M	43"	Polished Mahogany	3,130.
108M	43"	Polished Walnut	3,130.
108M2	43"	Chippendale Polished Ebony	3,210.
108M2	43"	Chippendale Polished Mahogany	3,000.
108M2	43"	Chippendale Polished Walnut	3,000.
108M2	43"	Chippendale Polished White	3,270.
110	43"	French Provincial Cherry	3,700.
110	43"	Walnut	3,700.
110	43"	Light Walnut	3,700.

Model	Size	Style and Finish	Price*
110	43"	Mahogany	3,700.
118M2	45-1/2"	Chippendale Polished Mahogany	3,680.
118M4	45-1/2"	Polished Ebony	3,790.
118M4	45-1/2"	Polished Mahogany	3,850.
Grands			
159	5' 2"	Polished Ebony	9,590.
159	5' 2"	Polished Mahogany	9,790.
159	5' 2"	Polished Walnut	9,790.
159	5' 2"	Polished White	9,790.
159	5' 2"	Deluxe Polished Walnut	10,190.
213	7'	Polished Ebony	17,800.

Rieger-Kloss

Prices do not include bench.

Verticals

R-109	43"	Continental Polished Ebony	4,990.
R-109	43"	Continental Walnut	4,990.
R-109	43"	Continental Polished Walnut	4,990.
R-109	43"	Continental Polished Mahogany	4,990.
R-109	43"	Continental Light Oak	4,990.
R-111	44"	Continental Ebony	4,290.
R-111	44"	Continental Rustic Oak	4,290.
R-111	44"	Continental Light Beech	4,290.
R-111	44"	Continental Light Walnut	4,290.
R-118	47"	Continental Polished Ebony	5,290.
R-118	47"	Continental Walnut	5,290.
R-118	47"	Continental Cherry	5,290.
R-118	47"	Continental Light Oak	5,290.
R-121	48"	Polished Ebony	5,490.
R-122	48"	Demi-Chippendale Polished Walnut	6,190.
R-122	48"	Demi-Chippendale Polished Mahogany	6,190.
R-122C	48"	Chippendale Polished Mahogany	6,690.
R-123	48"	Polished Ebony	6,090.
R-123	48"	Polished Walnut	6,090.
R-123	48"	Polished Mahogany	6,090.
R-123	48"	Light Oak	6,090.
R-123	48"	Cherry	6,090.

*For explanation of terms and prices, please see pages 5-10.

Model	Size	Style and Finish	Price*
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Rieger-Kloss (continued)

R-125	50"	Polished Ebony	7,790.
R-126	50"	Polished Ebony	6,790.
Grands			
RG-158	5' 2"	Polished Ebony	19,390.
RG-158	5' 2"	Polished Walnut	19,790.
RG-158	5' 2"	Polished Mahogany	19,790.
RG-158C	5' 2"	Chippendale Polished Mahogany	23,190.
RG-185	6' 1"	Polished Ebony	22,490.
RG-185	6' 1"	Polished Walnut	23,190.
RG-185	6' 1"	Polished Mahogany	23,190.
RG-185	6' 1"	Polished White	22,590.

Ritmüller

Verticals

UP-110R2/R3	43-1/2"	"Elegant" Continental Polished Ebony	2,998.
UP-110R2/R3	43-1/2"	"Elegant" Continental Pol. Mahogany	3,046.
UP-110R2/R3	43-1/2"	"Elegant" Continental Polished Walnut	3,046.
UP-110R2/R3	43-1/2"	"Elegant" Continental Polished White	3,046.
UP-118R6	46-1/2"	"Scandinavian Design" Polished Catalpa	3,576.
UP-120R	48"	Polished Ebony	3,886.
UP-120R	48"	Polished Mahogany	3,874.
UP-120R	48"	Polished Walnut	3,874.
UP-120R	48"	Polished White	3,874.
UP-120R1	48"	"Classic European" Polished Ebony	3,920.
UP-120R1	48"	"Classic European" Pol. Blue-Green	3,968.
UP-120R2	48"	Chippendale Polished Mahogany	4,258.
UP-120R2	48"	Chippendale Polished Walnut	4,258.
UP-130R	51"	Polished Ebony	5,250.
UP-130R	51"	Polished Mahogany	5,298.
UP-130R	51"	Polished Walnut	5,298.

Grands

GP-142R	4' 7"	Polished Ebony	8,378.
GP-142R	4' 7"	Polished Mahogany	8,720.
GP-142R	4' 7"	Polished Walnut	8,720.
GP-142R	4' 7"	Polished White	8,720.

Model	Size	Style and Finish	Price*
GP-159R	5' 3"	Polished Ebony	11,030.
GP-159R	5' 3"	Polished Mahogany	11,346.
GP-159R	5' 3"	Polished Walnut	11,346.
GP-159R	5' 3"	Polished White	11,346.
GP-183R	6'	Polished Ebony	13,992.
GP-183R	6'	Polished Mahogany	14,326.
GP-183R	6'	Polished Walnut	14,326.
GP-183R	6'	Polished White	14,326.

Sagenhaft

Verticals

S-111	44-1/2"	Continental Polished Ebony	2,590.
S-111	44-1/2"	Continental Polished Walnut	2,690.
S-111	44-1/2"	Continental Polished Mahogany	2,690.
S-112	44-1/2"	Deluxe Continental Polished Ebony	2,660.
S-112	44-1/2"	Deluxe Continental Polished Walnut	2,760.
S-112	44-1/2"	Deluxe Continental Polished Mahogany	2,760.
S-115L	44-1/2"	Polished Ebony	2,990.
S-115L	44-1/2"	Polished Walnut	3,090.
S-115L	44-1/2"	Polished Mahogany	3,090.
S-116C	45-1/2"	Continental Polished Ebony	3,390.
S-116C	45-1/2"	Continental Polished Walnut	3,490.
S-116S	45-1/2"	Chippendale Polished Ebony	3,490.
S-116S	45-1/2"	Chippendale Polished Mahogany	3,590.
S-116CA	45-1/2"	Baroque Polished Ebony	3,990.
S-116CA	45-1/2"	Baroque Polished Mahogany	4,090.
S-121L	48"	Polished Ebony	3,390.
S-121L	48"	Polished Walnut	3,490.
S-126L	50"	Polished Ebony	3,790.

Grands

SG-165	5' 6"	Polished Ebony	9,990.
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Samick

Verticals

JS 042	42-1/2"	Continental Polished Ebony	2,990.
JS 042	42-1/2"	Continental Cherry	2,790.

*For explanation of terms and prices, please see pages 5-10.

Model	Size	Style and Finish	Price*
Samick (continued)			
JS 042	42-1/2"	Continental Polished Walnut	3,090.
JS 042	42-1/2"	Continental Polished Mahogany	3,090.
JS 042	42-1/2"	Continental Polished Ivory	3,090.
JS 042	42-1/2"	Continental Polished White	3,090.
JS 044T	44"	Cherry	3,390.
JS 044T	44"	Mahogany	3,390.
JS 044M	44"	Mediterranean Brown Oak	3,290.
JS 044F	44"	French Provincial Brown Oak	3,390.
JS 044F	44"	French Provincial Cherry	3,390.
JS 115	45"	Polished Ebony	3,190.
JS 115	45"	Cherry	2,990.
JS 115	45"	Polished Walnut	3,290.
JS 115	45"	Polished Mahogany	3,290.
JS 115	45"	Polished Ivory	3,290.
JS 115	45"	Polished White	3,290.
JS 118T	46-1/2"	Cherry	3,990.
JS 118T	46-1/2"	Mahogany	3,990.
JS 118M	46-1/2"	Mediterranean Brown Oak	3,790.
JS 118F	46-1/2"	French Provincial Brown Oak	3,990.
JS 118F	46-1/2"	French Provincial Cherry	3,990.
SU-147S	46-1/2"	Ebony and Polished Ebony	4,390.
SU-147S	46-1/2"	Walnut and Polished Walnut	4,590.
SU-147S	46-1/2"	Mahogany and Polished Mahogany	4,590.
SU-147S	46-1/2"	Oak and Polished Oak	4,590.
SU-118FA	46-1/2"	French Polished Mahogany	5,190.
SU-118FA	46-1/2"	French Polished Walnut	5,190.
WSU-118T	46-1/2"	"World" Polished Cherry	4,790.
WSU-118T	46-1/2"	"World" Polished Mahogany	4,790.
WSU-118F	46-1/2"	"World" French Polished Cherry	4,790.
JS 121F	48"	Polished Ebony	3,990.
JS 121F	48"	Polished Mahogany	4,390.
SU-121B	48"	Ebony and Polished Ebony	4,590.
SU-121B	48"	Walnut and Polished Walnut	4,790.
SU-121B	48"	Mahogany and Polished Mahogany	4,790.
WSU-121SD	48"	"World" Polished Ebony	5,390.
WSU-121SD	48"	"World" Polished Mahogany	5,590.
SU-131B	52"	Ebony and Polished Ebony	5,390.

Model	Size	Style and Finish	Price*
SU-131B	52"	Walnut and Polished Walnut	5,590.
SU-131B	52"	Mahogany and Polished Mahogany	5,590.
WSU-131MD52"		"World" Polished Ebony	5,990.
WSU-131MD52"		"World" Polished Mahogany	6,390.
Grands			
SIG 50	4' 11-1/2"	Polished Ebony	7,790.
SG-150C	4' 11-1/2"	Ebony and Polished Ebony	9,560.
SG-150C	4' 11-1/2"	Walnut and Polished Walnut	10,060.
SG-150C	4' 11-1/2"	Mahogany and Polished Mahogany	10,060.
SG-150C	4' 11-1/2"	Oak and Polished Oak	10,060.
SG-150C	4' 11-1/2"	Cherry	10,060.
SG-150C	4' 11-1/2"	Polished Ivory	9,560.
SG-150C	4' 11-1/2"	Polished White	9,560.
SG-150KAF	4' 11-1/2"	French Provincial (all of above finishes)	11,190.
SG-150KBF	4' 11-1/2"	French Provincial (all of above finishes)	12,050.
SG-161	5' 3-1/2"	Ebony and Polished Ebony	10,800.
SG-161	5' 3-1/2"	Walnut and Polished Walnut	11,300.
SG-161	5' 3-1/2"	Mahogany and Polished Mahogany	11,300.
SG-161	5' 3-1/2"	Oak and Polished Oak	11,300.
SG-161	5' 3-1/2"	Cherry	11,300.
SG-161	5' 3-1/2"	Polished Ivory	10,800.
SG-161	5' 3-1/2"	Polished White	10,800.
SG-161KAF	5' 3-1/2"	French Provincial (all of above finishes)	12,470.
SG-161KBF	5' 3-1/2"	French Provincial (all of above finishes)	12,870.
SG-172	5' 7"	Ebony and Polished Ebony	11,640.
SG-172	5' 7"	Walnut and Polished Walnut	12,140.
SG-172	5' 7"	Mahogany and Polished Mahogany	12,140.
SG-172	5' 7"	Oak and Polished Oak	12,140.
SG-172	5' 7"	Cherry	12,140.
SG-172	5' 7"	Polished Ivory	11,640.
SG-172	5' 7"	Polished White	11,640.
SG-172L	5' 7"	Empire Ebony and Polished Ebony	12,680.
SG-172L	5' 7"	Empire Mahogany and Pol. Mahogany	13,180.
WFG-172	5' 7"	"World" Ebony and Polished Ebony	17,990.
WFG-172	5' 7"	"World" All other finishes	18,990.
SG-185	6' 1"	Ebony and Polished Ebony	12,470.
SG-185	6' 1"	All other finishes	12,970.
SG-185L	6' 1"	Empire Ebony and Polished Ebony	13,510.

*For explanation of terms and prices, please see pages 5-10.

Model	Size	Style and Finish	Price*
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Samick (continued)

SG-185L	6' 1"	Empire Mahogany and Pol. Mahogany	14,010.
WFG-185	6' 1"	"World" Ebony and Polished Ebony	21,000.
WFG-185	6' 1"	"World" All other finishes	22,000.
WFG-185L	6' 1"	"World" Empire Ebony and Pol. Ebony	21,900.
WFG-185L	6' 1"	"World" Empire Mahog and Pol. Mahog	22,900.
WFG-205	6' 8"	"World" Ebony and Polished Ebony	23,000.
WFG-205	6' 8"	"World" All other finishes	24,000.
WFG-215	7'	"World" Ebony and Polished Ebony	25,000.
WFG-215	7'	"World" All other finishes	26,000.
WFG-225	7' 4"	"World" Ebony and Polished Ebony	27,000.
WFG-225	7' 4"	"World" All other finishes	28,000.
WFG-275	9' 1"	"World" Ebony and Polished Ebony	67,990.
WFG-275	9' 1"	"World" All other finishes	71,990.
WFG-275	9' 1"	"World" Bubinga	73,990.

Sängler & Söhne / Wieler

Verticals

UP-108	43"	Continental Polished Ebony	2,500.
UP-108	43"	Continental Polished Mahogany	2,500.
UP-108	43"	Continental Polished Walnut	2,500.
UP-108	43"	Continental Polished White	2,500.
UP-108M2	43"	Chippendale Polished Ebony	2,750.
UP-108M2	43"	Chippendale Polished Brown Mahogany	2,750.
UP-110P	44"	French Provincial Polished Mahogany	2,990.
UP-110P	44"	French Provincial Polished Walnut	2,990.
UP-110R	44"	Fruitwood	2,990.
UP-110R	44"	Mahogany	2,990.
UP-115M	45"	Polished Ebony	2,790.
UP-115M	45"	Polished Brown Mahogany	2,790.
BLR-120	47"	Continental Polished Ebony	1,990.
BLR-120	47"	Continental Polished Mahogany	1,990.

Grands

GP-159	5' 3"	Polished Ebony	8,590.
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Model	Size	Style and Finish	Price*
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Sauter

Verticals

122	48"	"Schulpiano" Beech	13,500.
122	48"	"Domino" Polished Ebony	15,880.
122	48"	"Domino" Pear	15,880.
122	48"	"Resonance" Cherry/Yew	17,950.
122	48"	"Vista" Polished Ebony	17,170.
122	48"	"Vista" Maple	16,300.
122	48"	"Vista" Pear	17,880.
122	48"	"Vista" Cherry	17,400.
122	48"	"M-Line M2" Polished Ebony	20,900.
128	50"	"M-Line M1" Polished Ebony	24,450.
130	51"	"Competence" Polished Ebony	19,800.

Grands

160	5' 3"	"Alpha" Polished Ebony	41,900.
160	5' 3"	"Alpha" Walnut	38,000.
160	5' 3"	"Alpha" Mahogany	38,000.
160	5' 3"	"Alpha" Polished White	43,250.
160	5' 3"	Chippendale Walnut	41,400.
160	5' 3"	Chippendale Mahogany	41,400.
160	5' 3"	Chippendale Cherry	44,700.
160	5' 3"	"Noblesse" Walnut	42,800.
160	5' 3"	"Noblesse" Mahogany	42,800.
160	5' 3"	"Noblesse" Cherry	46,100.
185	6' 1"	"Delta" Polished Ebony	45,750.
185	6' 1"	"Delta" Walnut	41,920.
185	6' 1"	"Delta" Mahogany	41,920.
185	6' 1"	Chippendale Walnut	46,720.
185	6' 1"	Chippendale Mahogany	46,720.
185	6' 1"	Chippendale Cherry	50,020.
185	6' 1"	"Noblesse" Walnut	48,920.
185	6' 1"	"Noblesse" Mahogany	48,920.
185	6' 1"	"Noblesse" Cherry	50,520.
220	7' 2"	"Omega" Polished Ebony	58,500.
220	7' 2"	"Omega" Walnut	54,900.
220	7' 2"	"Omega" Mahogany	54,900.
275	9'	"Concert" Polished Ebony	99,590.
Satin models		<i>Additional, for polished finish</i>	5,400.
Peter Maly models		<i>Available by special order only</i>	on request

*For explanation of terms and prices, please see pages 5-10.

Model	Size	Style and Finish	Price*
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Schimmel

The models and finishes listed below are the ones most frequently imported into the U.S. The Schimmel catalog shows many additional models and finishes, which are available by special order.

Verticals

112 S	45"	Open-Pore Walnut	12,580.
112 S	45"	Open-Pore Oak	12,580.
114 K	45"	"Classicism" Polished Ebony	12,680.
116 S	46"	"Special" Polished Ebony	11,380.
116 I	46"	"International" Polished Ebony	12,380.
120 I	48"	"International" Polished Ebony	12,880.
120 J	48"	"Centennial" Polished Mahogany	13,580.
120 LE	48"	"Lyra Exquisite" Polished Ebony	13,280.
120 LE	48"	"Lyra Exquisite" Polished Mahogany	13,680.
120 RI	48"	"Royale Intarsia" Polished Mahogany	15,580.
120 S	48"	Open-Pore Oak	12,980.
120 T	48"	Polished Ebony	13,080.
120 T	48"	Polished Walnut	13,480.
120 T	48"	Polished Mahogany	13,480.
120 T	48"	Polished White	13,680.
120 TN	48"	"Noblesse" Polished Ebony	13,380.
120 TN	48"	"Noblesse" Polished White	13,980.
122 KE	49"	"Classicism Exquisite" Polished Ebony	13,380.
122 KE	49"	"Classicism Exquisite" Pol. Mahogany	13,780.
125 DN	49"	"Diamond Noblesse" Polished Ebony	17,180.
125 DN	49"	"Diamond Noblesse" Polished Mahog.	17,580.
125 DP	49"	"Diamond Prestige" Polished Ebony	17,580.
125 DP	49"	"Diamond Prestige" Pol. Mahogany	17,980.
130 T	51"	Polished Ebony	15,380.
130 T	51"	Polished Walnut	15,780.
130 T	51"	Polished Mahogany	15,780.

Grands

When not mentioned, satin finish available on special order at same price as high-polish finish.

SP 182 C	6'	Chippendale Polished Walnut	38,380.
SP 182 C	6'	Chippendale Polished Mahogany	38,380.
SP 182 DE	6'	"Diamond" Polished Ebony	38,980.
SP 182 DE	6'	"Diamond" Polished Bubinga	47,980.

Model	Size	Style and Finish	Price*
SP 182 DE	6'	"Diamond" Polished Bird's Eye Maple	47,980.
SP 182 E	6'	<i>Empire Polished Mahogany</i>	42,980.
SP 182 LE	6'	Limited Edition Polished Ebony	35,980.
SP 182 S	6'	Open-Pore Oak	33,780.
SP 182 T	6'	Ebony and Polished Ebony	34,580.
SP 182 T	6'	<i>Polished Walnut</i>	35,380.
SP 182 T	6'	Polished Mahogany	35,380.
SP 182 T	6'	<i>Polished White</i>	35,580.
SP 182 TE	6'	"Exquisite" Polished Ebony	36,180.
SP 182 TE	6'	"Exquisite" Polished Mahogany	36,980.
SP 182 TEI	6'	"Exquisite" Polished Mahogany Intarsia	38,180.
SG 182 TJ	6'	"Jubilee" Polished Ebony	36,580.
SG 182 TJ	6'	<i>"Jubilee" Polished Cherry</i>	37,180.
SG 182 TJ	6'	"Jubilee" Polished Mahogany	37,580.
CC 213 A	6' 10"	<i>Art Edition</i>	123,690.
CC 213 DE	6' 10"	"Diamond" Polished Ebony	46,180.
CC 213 DE	6' 10"	"Diamond" Polished Bubinga	50,380.
CC 213 DE	6' 10"	"Diamond" Polished Bird's Eye Maple	50,380.
CC 213 G	6' 10"	<i>Plexiglas (any color)</i>	102,690.
CC 213 P	6' 10"	<i>"Pegasus" (any color)</i>	178,290.
CC 213 S	6' 10"	Open-Pore Oak	39,670.
CC 213 T	6' 10"	<i>Ebony and Polished Ebony</i>	40,930.
CC 213 T	6' 10"	<i>Walnut and Polished Walnut</i>	41,770.
CC 213 T	6' 10"	<i>Mahogany and Polished Mahogany</i>	41,770.
CC 213 T	6' 10"	<i>Polished White</i>	41,980.
CO 256 T	8' 4"	Polished Ebony	59,800.

Schirmer & Son

Verticals

M-105 A	42"	Continental Polished Ebony	5,176.
M-105 A	42"	Continental Polished Mahogany	5,176.
M-118 A	47"	Polished Ebony	6,176.
M-118 A	47"	Polished Mahogany	6,176.
M-118 A	47"	Polished Walnut	6,176.
M-118 A	47"	Polished Cherry	6,176.
M-118 CH	47"	Chippendale Polished Ebony	6,376.
M-118 CH	47"	Chippendale Polished Mahogany	6,376.

*For explanation of terms and prices, please see pages 5-10.

Model	Size	Style and Finish	Price*
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Schirmer & Son (continued)

M-118 CH	47"	Chippendale Polished Walnut	6,376.
M-118 CH	47"	Chippendale Polished White	6,376.
M-120 A	48"	Polished Ebony	6,976.
M-126 E	50"	Polished Ebony	6,976.
M-126 E	50"	Polished Mahogany	6,976.
M-126 E	50"	Polished Walnut	6,976.
Grands			
M-160 K	5' 3"	Polished Ebony	18,976.
M-160 K	5' 3"	Polished Mahogany	19,576.
M-160 CH	5' 3"	Chippendale Polished Mahogany	21,176.
M-180 K	5' 11"	Polished Ebony	19,976.
M-180 K	5' 11"	Polished Mahogany	20,576.
M-180 CH	5' 11"	Chippendale Polished Mahogany	21,976.

Schubert

Verticals

B-21	43"	Continental Polished Ebony	2,250.
B-21	43"	Continental Polished Mahogany	2,250.
B-21	43"	Continental Polished Walnut	2,250.
B-21	43"	Continental Polished Oak	2,250.
B-20	44"	Country French Oak	2,450.
B-20	44"	French Provincial Mahogany	2,450.
B-22	44"	Polished Ebony	2,490.
B-22	44"	Polished Mahogany	2,490.
B-22	44"	Oak and Polished Oak	2,490.
B-23	44"	Chippendale Polished Ebony	2,490.
B-23	44"	Chippendale Polished Mahogany	2,490.
B-23	44"	Chippendale Polished Walnut	2,490.
B-23	44"	Chippendale Oak and Polished Oak	2,490.
B-23	44"	Chippendale Polished Cherry	2,490.
B-7R	46"	Continental Polished Mahogany	1,890.
B-15A	47"	Polished Ebony	2,490.
B-15A	47"	Polished Mahogany	2,490.
B-15A	47"	Polished Walnut	2,490.
B-15A	47"	Polished Oak	2,490.
A-120	47"	Chippendale Polished Ebony	2,590.
A-120	47"	Chippendale Polished Mahogany	2,590.

Model	Size	Style and Finish	Price*
Grands			
B-155	5' 2"	Polished Ebony	7,100.

Schultz & Sons

Model numbers beginning with 3 or 4 designate pianos manufactured by Broadwood, numbers beginning with 7 or 8, by Samick.

Verticals

3807-S	47"	Polished Ebony	18,695.
3807-S	47"	Walnut	17,650.
3807-S	47"	Polished Walnut	19,850.
3807-S	47"	Mahogany	17,650.
3807-S	47"	Polished Mahogany	19,850.
3809-S	47"	Mahogany	23,495.
3809-S	47"	Polished Mahogany	24,450.
3819-S	47"	Walnut	19,995.
3819-S	47"	Polished Walnut	21,995.
3819-S	47"	Mahogany	19,995.
3819-S	47"	Polished Mahogany	21,995.
7708-S	47-1/2"	Polished Mahogany	10,250.
7708-S	47-1/2"	Polished Cherry	10,250.
7708-SCC	47-1/2"	<i>Custom Finish</i>	13,195.
7703-S	47-1/2"	Polished Mahogany	10,250.
7703-S	47-1/2"	Polished Cherry	10,250.
7703-SCC	47-1/2"	<i>Custom Finish</i>	13,195.
7707-U	48-1/2"	Ebony and Polished Ebony	10,950.
7707-U	48-1/2"	Walnut and Polished Walnut	11,750.
7707-U	48-1/2"	Polished Mahogany	11,750.
3817-U	50"	Polished Ebony	24,495.
3817-U	50"	Walnut	22,995.
3817-U	50"	Polished Walnut	25,695.
3817-U	50"	Mahogany	22,995.
3817-U	50"	Polished Mahogany	25,695.
7717-U	52"	Ebony and Polished Ebony	11,750.
7717-U	52"	Walnut and Polished Walnut	12,495.
7717-U	52"	Polished Mahogany	12,495.

*For explanation of terms and prices, please see pages 5-10.

Model	Size	Style and Finish	Price*
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Schultz & Sons (continued)

Grands

8501-B	5' 2"	Ebony and Polished Ebony	17,550.
8501-B	5' 2"	Walnut and Polished Walnut	18,550.
8501-B	5' 2"	Polished Mahogany	18,550.
8501-B	5' 2"	Polished Ivory	17,950.
8501-B	5' 2"	Polished White	17,950.
8601-B	5' 2"	Ebony and Polished Ebony	24,995.
8601-B	5' 2"	Walnut and Polished Walnut	25,850.
8601-B	5' 2"	Polished Mahogany	25,850.
8601-B	5' 2"	Polished Ivory	25,450.
8601-B	5' 2"	Polished White	25,450.
8601-M	5' 9-1/2"	"Classic" Ebony and Polished Ebony	19,750.
8601-M	5' 9-1/2"	"Classic" Walnut and Polished Walnut	20,695.
8601-M	5' 9-1/2"	"Classic" Polished Mahogany	20,695.
8601-M	5' 9-1/2"	"Classic" Polished Ivory	20,250.
8601-M	5' 9-1/2"	"Classic" Polished White	20,250.
8701-M	5' 9-1/2"	"Classic" Ebony and Polished Ebony	26,250.
8701-M	5' 9-1/2"	"Classic" Walnut and Polished Walnut	27,195.
8701-M	5' 9-1/2"	"Classic" Polished Mahogany	27,195.
8701-M	5' 9-1/2"	"Classic" Polished Ivory	26,750.
8701-M	5' 9-1/2"	"Classic" Polished White	26,750.
8721-M	5' 9-1/2"	"Victorian" Ebony and Polished Ebony	21,850.
8721-M	5' 9-1/2"	"Victorian" Walnut and Pol. Walnut	22,895.
8721-M	5' 9-1/2"	"Victorian" Polished Mahogany	22,895.
8721-M	5' 9-1/2"	"Victorian" Polished Ivory	22,450.
8721-M	5' 9-1/2"	"Victorian" Polished White	22,450.
8821-M	5' 9-1/2"	"Victorian" Ebony and Polished Ebony	28,595.
8821-M	5' 9-1/2"	"Victorian" Walnut and Pol. Walnut	29,495.
8821-M	5' 9-1/2"	"Victorian" Polished Mahogany	29,495.
8821-M	5' 9-1/2"	"Victorian" Polished Ivory	28,750.
8821-M	5' 9-1/2"	"Victorian" Polished White	28,750.
8741-M	5' 9-1/2"	Polished Mahogany with Floral Inlays	27,750.
8741-MCC	5' 9-1/2"	<i>Custom Finish with Floral Inlays</i>	34,295.
8741-MCS	5' 9-1/2"	<i>Custom Finish with Custom Inlays</i>	on request
8731-M	5' 9-1/2"	Louis XV Ebony and Polished Ebony	24,895.
8731-M	5' 9-1/2"	Louis XV Walnut and Polished Walnut	25,850.
8731-M	5' 9-1/2"	Louis XV Polished Mahogany	25,850.

Model	Size	Style and Finish	Price*
8731-M	5' 9-1/2"	Louis XV Polished Ivory	25,350.
8731-M	5' 9-1/2"	Louis XV Polished White	25,350.
4908-L	6'	"Euro Classic" Ebony	65,995.
4908-L	6'	"Euro Classic" Polished Ebony	63,295.
8701-L	6' 1"	"Classic" Ebony and Polished Ebony	21,095.
8701-L	6' 1"	"Classic" Walnut and Polished Walnut	21,995.
8701-L	6' 1"	"Classic" Polished Mahogany	21,995.
8701-L	6' 1"	"Classic" Polished Ivory	21,395.
8701-L	6' 1"	"Classic" Polished White	21,395.
8801-L	6' 1"	"Classic" Ebony and Polished Ebony	27,795.
8801-L	6' 1"	"Classic" Walnut and Polished Walnut	28,650.
8801-L	6' 1"	"Classic" Polished Mahogany	28,650.
8801-L	6' 1"	"Classic" Polished Ivory	28,050.
8801-L	6' 1"	"Classic" Polished White	28,050.
8709-L	6' 1"	"Victorian" Ebony and Polished Ebony	23,250.
8709-L	6' 1"	"Victorian" Walnut and Pol. Walnut	24,395.
8709-L	6' 1"	"Victorian" Polished Mahogany	24,395.
8709-L	6' 1"	"Victorian" Polished Ivory	23,750.
8709-L	6' 1"	"Victorian" Polished White	23,750.
8809-L	6' 1"	"Victorian" Ebony and Polished Ebony	30,650.
8809-L	6' 1"	"Victorian" Walnut and Pol. Walnut	31,695.
8809-L	6' 1"	"Victorian" Polished Mahogany	31,695.
8809-L	6' 1"	"Victorian" Polished Ivory	31,095.
8809-L	6' 1"	"Victorian" Polished White	31,095.
8811-X	6' 9"	Ebony and Polished Ebony	37,550.
8811-SX	7' 1"	Ebony and Polished Ebony	42,250.

Schulze Pollmann

Verticals

113E	45"	Polished Ebony	6,590.
113E	45"	Polished Briar Mahogany	6,990.
113E	45"	Polished Peacock Mahogany	6,990.
113E	45"	Polished Briar Walnut	6,990.
113E	45"	Polished Peacock Walnut	6,990.
113E	45"	Polished White	6,590.
117E	46"	Polished Ebony	7,960.
117E	46"	Polished Briar Walnut	8,700.

*For explanation of terms and prices, please see pages 5-10.

Model	Size	Style and Finish	Price*
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Schulze Pollmann (continued)

117E	46"	Polished Briar Mahogany	8,700.
126E	50"	Polished Ebony	9,580.
126E	50"	Polished Ebony with Gold Borders	10,380.
126E	50"	Polished Peacock Natural Cherry	10,380.
126E	50"	Oval Feather Mahogany	10,380.
126E	50"	Polished Mahogany	10,380.
126E	50"	Polished Briar Mahogany	10,380.
126E	50"	Polished Peacock Mahogany	10,380.
126E	50"	Walnut and Polished Walnut	10,380.
126E	50"	Satin and Polished Peacock Walnut	10,380.
126E	50"	Briar Walnut and Polished Briar Walnut	10,380.

Grands

190F	6' 2"	Polished Ebony	29,360.
190F	6' 2"	Polished Mahogany	31,900.
190F	6' 2"	Polished Briar Mahogany	33,360.
190F	6' 2"	Polished Walnut	31,990.
190F	6' 2"	Polished Briar Walnut	33,360.
197A	6' 7"	Polished Ebony	34,990.
197A	6' 7"	Polished Mahogany	37,990.
197A	6' 7"	Polished Walnut	37,990.

Seidl & Sohn

Prices do not include bench.

Verticals

SL 109	43"	Continental Polished Ebony	5,014.
SL 109	43"	Continental Open-Pore Walnut	4,784.
SL 109	43"	Continental Polished Walnut	5,014.
SL 109	43"	Continental Polished Flame Mahogany	5,014.
SL 109	43"	Continental Polished White	5,175.
SL 113	46"	Polished Ebony	5,198.
SL 113	46"	Open-Pore Walnut	4,945.
SL 113	46"	Polished Walnut	5,198.
SL 113	46"	Polished Flame Mahogany	5,198.
SL 113	46"	Polished White	5,359.
SL 117	47"	Chippendale Polished Walnut	5,819.
SL 120	48"	Polished Ebony	5,589.

Model	Size	Style and Finish	Price*
SL 120	48"	Open-Pore Walnut	5,313.
SL 120	48"	Polished Walnut	5,589.
SL 120	48"	Polished Flame Mahogany	5,589.
SL 120	48"	Polished White	5,773.
SL 127	51"	Polished Ebony	6,716.

Seiler

Verticals

116	46"	"Mondial" Open-Pore Ebony	12,620.
116	46"	"Mondial" Open-Pore Walnut	12,620.
116	46"	"Mondial" Open-Pore Mahogany	12,620.
116	46"	"Mondial" Polished Mahogany	13,200.
116	46"	"Mondial" Open-Pore Oak	12,620.
116	46"	"Mondial" Open-Pore Cherry	13,200.
116	46"	"Jubilee" Polished Ebony	13,540.
116	46"	"Jubilee" Polished White	13,740.
116	46"	Chippendale Open-Pore Walnut	12,740.
116	46"	"Escorial" Open-Pore Cherry, Intarsia	13,740.
122	48"	"Konsole" Open-Pore Ebony	13,120.
122	48"	"Konsole" Polished Ebony	14,020.
122	48"	"Konsole" Open-Pore Walnut	13,120.
122	48"	"Konsole" Polished Walnut Rootwood	16,200.
122	48"	"Konsole" Open-Pore Oak	13,120.
122	48"	"Konsole" Open-Pore Cherry	13,780.
122	48"	"Konsole" Polished Brown Ash	16,200.
122	48"	"Konsole" Maple Burl	13,640.
122	48"	"Konsole" Polished White	14,380.
122	48"	School Open-Pore Ebony	12,520.
122	48"	School Open-Pore Walnut	12,520.
122	48"	School Open-Pore Oak	12,520.
122	48"	"Vienna" Polished Ebony w/Pilaster	14,400.
122	48"	"Vienna" Pol. Ebony w/Pilaster & Oval	14,540.
122	48"	"Vienna" Pol. Mahog. w/ Flower Inlays	16,200.
122	48"	"Vienna" Pol. Walnut w/ Flower Inlays	16,200.
132	52"	"Concert SMR" Polished Ebony	17,940.
132	52"	"Concert SMR" Pol. Ebony w/Oval	18,480.
132	52"	"Concert SMR" Pol. Ebony w/Candle	18,440.

*For explanation of terms and prices, please see pages 5-10.

Model	Size	Style and Finish	Price*
Seiler (continued)			
132	52"	"Concert SMR" Pol. Ebony w/Panels	18,580.
132	52"	"Concert SMR" Open-Pore Walnut	17,420.
132	52"	"Concert SMR" Polished Mahogany	18,480.
132	52"	"Limited Edition" Polished Ebony	20,680.
132	52"	"Lim. Edit." Pol. Eb. w/Oval or Pilaster	21,120.
132	52"	"Lim. Edit." Pol. Eb. w/Oval & Pilaster	21,540.
Grands			
180	5' 11"	"Maestro" Polished Ebony	35,680.
180	5' 11"	"Maestro" Open-Pore Walnut	33,940.
180	5' 11"	"Maestro" Polished Walnut	38,080.
180	5' 11"	"Maestro" Open-Pore Mahogany	33,940.
180	5' 11"	"Maestro" Polished Mahogany	38,080.
180	5' 11"	"Maestro" Polished Pyramid Mahogany	46,720.
180	5' 11"	"Maestro" Polished Burl Rosewood	44,560.
180	5' 11"	"Maestro" Polished White	36,480.
180	5' 11"	Chippendale Open-Pore Walnut	38,000.
180	5' 11"	"Westminster" Pol. Mahogany, Intarsia	49,980.
180	5' 11"	"Florenz" Pol. Walnut/Myrtle, Intarsia	49,980.
180	5' 11"	"Florenz" Pol. Mahog./Myrtle, Intarsia	49,980.
180	5' 11"	"Louvre" Polished Ebony	40,080.
180	5' 11"	"Louvre" Polished Cherry, Intarsia	49,980.
180	5' 11"	"Louvre" Polished White	40,760.
180	5' 11"	"Prado" Polished Brown Ash	51,400.
180	5' 11"	"Prado" Polished Burl Redwood	51,400.
180	5' 11"	"Stella" Pol. Maple Rootwood, Intarsia	61,400.
180	5' 11"	"Meridian" Pol. Maple Rootwd., Intarsia	61,400.
180	5' 11"	"Showmaster" Chrome/Brass/Polyester	99,600.
206	6' 9"	"Professional" Polished Ebony	40,180.
206	6' 9"	"Empire 1897" Open-Pore Blue w/Brass	138,620.
206	6' 9"	"Solitaire" Custom with Painting	156,240.
206	6' 9"	"Solitaire" Custom without Painting	126,840.
240	8'	"Concert" Polished Ebony	55,260.

Model	Size	Style and Finish	Price*
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Steck, George

The prices below include a factory-installed PianoDisc PDS 128 Plus playback system. Subtract \$110 for a PianoCD system. Add \$1,299 each for a SymphonyPro Sound Module or a TFT MIDI Record System. Subtract \$1,800 for a factory-installed GT-360 QuietTime system instead of the PDS 128 Plus.

Verticals

GSV43	43"	Light Cherry	7,890.
GSV43	43"	Dark Mahogany	7,890.

Grands

GS530	5' 3"	Polished Ebony	13,990.
GS530	5' 3"	Polished Mahogany	14,190.
GS530	5' 3"	Polished White	13,990.

Steinberg, Wilh.

Prices do not include bench.

Verticals

IQ 16	46"	Polished Ebony	8,050.
IQ 16	46"	Polished Ebony with Trims	8,450.
IQ 16	46"	Polished Ebony with Oval Inlay	8,350.
IQ 16	46"	"Amadeus" Polished Ebony	8,450.
IQ 16	46"	Mahogany	8,300.
IQ 16	46"	Polished Mahogany	8,900.
IQ 16	46"	Polished Mahogany with Inlay	9,350.
IQ 16	46"	Polished Walnut	8,700.
IQ 16	46"	Cherry	8,700.
IQ 16	46"	Polished Cherry	9,300.
IQ 16	46"	Alder	7,850.
IQ 16	46"	Oak	7,850.
IQ 16	46"	Polished Yew	9,600.
IQ 16	46"	Beech	7,850.
IQ 16	46"	Polished White	8,450.
IQ 16	46"	Polished White with Trims	8,750.
IQ 16	46"	Polished White with Oval Inlay	8,800.
IQ 16	46"	"Amadeus" Polished White	9,000.
IQ 22	49"	Polished Ebony	8,800.
IQ 22	49"	Polished Ebony with Trims	9,100.

*For explanation of terms and prices, please see pages 5-10.

Model	Size	Style and Finish	Price*
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Steinberg, Wilh. (continued)

IQ 22	49"	Polished Ebony with Oval Inlay	9,150.
IQ 22	49"	"Amadeus" Polished Ebony	9,950.
IQ 22	49"	Polished Mahogany	9,500.
IQ 22	49"	Polished Walnut	9,300.
IQ 22	49"	Polished Cherry	9,900.
IQ 22	49"	Alder	8,450.
IQ 22	49"	Oak	8,450.
IQ 22	49"	Polished Yew	10,200.
IQ 22	49"	Polished White	9,350.
IQ 22	49"	Polished White with Trims	9,700.
IQ 22	49"	Polished White with Oval Inlay	9,750.
IQ 28	52"	Polished Ebony	11,350.
IQ 28	52"	Polished Ebony with Trims	11,650.
IQ 28	52"	Polished Ebony with Oval Inlay	11,700.
IQ 28	52"	"Amadeus" Polished Ebony	11,900.
IQ 28	52"	"Amadeus" Polished Cherry	12,700.
IQ 28	52"	"Passione" Polished Ebony	12,400.
IQ 28	52"	"Passione" Polished Ebony with Filling	12,950.
Grands			
IQ 77	5' 9"	Polished Ebony	27,800.

Steingraeber & Söhne

This list includes only those models most likely to be offered to U.S. customers. Other models, styles, and finishes are available.

Verticals

122T	48"	French Cherry with Ebony Accents	21,800.
130	51"	Polished Ebony with "Twist" Panels	29,780.
138	54"	Polished Ebony	31,780.

Grands

168N	5' 6"	Polished Ebony	47,700.
168K	5' 6"	"Classicism" Polished Ebony	56,530.
168K	5' 6"	"Classicism" Pol. Ebony w/Mahogany	63,500.
168K	5' 6"	"Classicism" Pol. Ebony w/Burl Walnut	63,500.
205N	6' 9"	Polished Ebony	64,490.
205K	6' 9"	"Classicism" Polished Ebony	72,880.

Model	Size	Style and Finish	Price*
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Steinway & Sons

Verticals

4510	45"	Sheraton Ebony	17,200.
4510	45"	Sheraton Mahogany	19,000.
4510	45"	Sheraton Walnut	19,700.
4510	45"	Sheraton Dark Cherry	20,200.
1098	46-1/2"	Ebony	16,400.
1098	46-1/2"	Mahogany	17,500.
1098	46-1/2"	Walnut	18,200.
K-52	52"	Ebony	21,400.
K-52	52"	Mahogany	24,100.
K-52	52"	Walnut	24,800.

Grands

S	5' 1"	Ebony	35,200.
S	5' 1"	Mahogany	39,400.
S	5' 1"	Walnut	40,500.
S	5' 1"	Figured Sapele	42,800.
S	5' 1"	Kewazinga Bubinga	43,900.
S	5' 1"	East Indian Rosewood	49,900.
S	5' 1"	Santos Rosewood	49,000.
S	5' 1"	African Pommele	50,200.
S	5' 1"	Macassar Ebony	55,000.
S	5' 1"	Dark Cherry	43,100.
S	5' 1"	Hepplewhite Dark Cherry	44,100.
M	5' 7"	Ebony	38,200.
M	5' 7"	Mahogany	42,800.
M	5' 7"	Walnut	43,900.
M	5' 7"	Figured Sapele	45,800.
M	5' 7"	Kewazinga Bubinga	48,000.
M	5' 7"	East Indian Rosewood	53,700.
M	5' 7"	Santos Rosewood	52,800.
M	5' 7"	African Pommele	54,000.
M	5' 7"	Macassar Ebony	59,200.
M	5' 7"	Dark Cherry	46,200.
M	5' 7"	Hepplewhite Dark Cherry	48,200.
M SK-1014A	5' 7"	Chippendale Mahogany	52,200.
M SK-1014A	5' 7"	Chippendale Walnut	53,500.

*For explanation of terms and prices, please see pages 5-10.

Model	Size	Style and Finish	Price*
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Steinway & Sons (continued)

M SK-501A	5' 7"	Louis XV Walnut	68,300.
M SK-501A	5' 7"	Louis XV East Indian Rosewood	79,300.
L	5' 10-1/2"	Ebony	42,600.
L	5' 10-1/2"	Mahogany	48,000.
L	5' 10-1/2"	Walnut	49,000.
L	5' 10-1/2"	Figured Sapele	51,100.
L	5' 10-1/2"	Kewazinga Bubinga	53,700.
L	5' 10-1/2"	East Indian Rosewood	60,700.
L	5' 10-1/2"	Santos Rosewood	59,900.
L	5' 10-1/2"	African Pommele	61,000.
L	5' 10-1/2"	Macassar Ebony	66,400.
L	5' 10-1/2"	Dark Cherry	52,000.
L	5' 10-1/2"	Hepplewhite Dark Cherry	54,100.
L SK-390	5' 10-1/2"	"J. B. Tiffany" East Indian Rosewood	74,900.
L SK-390	5' 10-1/2"	"J. B. Tiffany" African Pommele	77,900.
B	6' 10-1/2"	Ebony	53,900.
B	6' 10-1/2"	Mahogany	60,700.
B	6' 10-1/2"	Walnut	62,000.
B	6' 10-1/2"	Figured Sapele	64,900.
B	6' 10-1/2"	Kewazinga Bubinga	67,900.
B	6' 10-1/2"	East Indian Rosewood	76,600.
B	6' 10-1/2"	Santos Rosewood	75,500.
B	6' 10-1/2"	African Pommele	76,900.
B	6' 10-1/2"	Macassar Ebony	83,600.
B	6' 10-1/2"	Dark Cherry	66,200.
B	6' 10-1/2"	Hepplewhite Dark Cherry	68,700.
B SK-390	6' 10-1/2"	"J. B. Tiffany" East Indian Rosewood	96,300.
B SK-390	6' 10-1/2"	"J. B. Tiffany" African Pommele	101,200.
D	8' 11-3/4"	Ebony	80,600.
D	8' 11-3/4"	Mahogany	88,300.
D	8' 11-3/4"	Walnut	89,700.
D	8' 11-3/4"	Figured Sapele	93,700.
D	8' 11-3/4"	Kewazinga Bubinga	97,600.
D	8' 11-3/4"	East Indian Rosewood	109,500.
D	8' 11-3/4"	Santos Rosewood	108,500.
D	8' 11-3/4"	African Pommele	109,800.
D	8' 11-3/4"	Macassar Ebony	119,900.

Model	Size	Style and Finish	Price*
D	8' 11-3/4"	Dark Cherry	95,500.
D	8' 11-3/4"	Hepplewhite Dark Cherry	99,300.

Grands (Hamburg)

I frequently get requests for prices of pianos made in Steinway's branch factory in Hamburg, Germany. Officially, these pianos are not sold in North America, but it is possible to order one through an American Steinway dealer, or to go to Europe and purchase one there. The following list shows approximately how much it would cost to purchase a Hamburg Steinway in Germany and have it shipped to the United States. The list was derived by taking the published retail price in Germany, subtracting the value-added tax not applicable to foreign purchasers, converting to U.S. dollars (the rate used here is US\$1.00 = DM2.20, but is obviously subject to change), and adding approximate charges for duty, air freight, crating, insurance, brokerage fees, and delivery. Only prices for grands in polished ebony are shown here. *Caution:* This list is published for general informational purposes only. The price that Steinway would charge for a piano ordered through an American Steinway dealer may be different. (Also, the cost of a trip to Germany to purchase the piano is not included!)

S-155	5' 1"	Polished Ebony	33,900.
M-170	5' 7"	Polished Ebony	37,100.
O-180	5' 10-1/2"	Polished Ebony	39,500.
A-188	6' 2"	Polished Ebony	42,200.
B-211	6' 11"	Polished Ebony	49,000.
C-227	7' 5-1/2"	Polished Ebony	57,500.
D-274	8' 11-3/4"	Polished Ebony	75,000.

Story & Clark

Verticals

American	42"	Oak	4,700.
American	42"	Cherry	4,700.
American	42"	Walnut	4,700.
Heirloom	42"	Queen Anne Oak	4,700.
Heirloom	42"	Queen Anne Cherry	4,700.
Heirloom	42"	Queen Anne Walnut	4,700.
Southwest	42"	French Provincial White	4,700.
Century	42"	Italian Provincial Oak	4,700.
Century	42"	Italian Provincial Cherry	4,700.
Century	42"	Italian Provincial Walnut	4,700.

***For explanation of terms and prices, please see pages 5-10.**

Model	Size	Style and Finish	Price*
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Story & Clark (continued)

Mediterranean	42"	Mediterranean Oak	4,700.
Chippendale	42"	Chippendale Oak	4,900.
Chippendale	42"	Chippendale Cherry	4,900.
Chippendale	42"	Chippendale Walnut	4,900.
Prelude	44"	Continental Polished Ebony	2,790.
Prelude	44"	Continental Polished Mahogany	2,790.
Church	46"	Ebony	4,990.
Church	46"	Oak	4,990.
Church	46"	Cherry	4,990.
Church	46"	Walnut	4,990.
School	46"	Ebony	4,990.
School	46"	Oak	4,990.
School	46"	Cherry	4,990.
School	46"	Walnut	4,990.

Grands

47	4' 7"	Polished Ebony	10,790.
Cambridge	4' 10"	Polished Ebony	9,000.
51	5' 1"	Polished Ebony	12,500.
Hampton	5' 5"	Ebony	23,600.
Hampton	5' 5"	Cherry	23,600.
Hampton	5' 5"	Walnut	23,600.
Hampton	5' 5"	Inlaid Cherry	28,000.
Hampton	5' 5"	Inlaid Walnut	28,000.
Prelude	5' 6"	Polished Ebony	9,800.

Walter, Charles R.

Verticals

1520	43"	Oak	7,260.
1520	43"	Cherry	7,500.
1520	43"	Walnut	7,520.
1520	43"	Mahogany	7,660.
1520	43"	Riviera Oak	7,240.
1520	43"	Italian Provincial Oak	7,260.
1520	43"	Italian Provincial Walnut	7,540.
1520	43"	French Provincial Oak	7,540.
1520	43"	French Provincial Walnut	7,760.

Model	Size	Style and Finish	Price*
1520	43"	French Provincial Cherry	7,780.
1520	43"	Country Classic Oak	7,300.
1520	43"	Country Classic Cherry	7,440.
1520	43"	Queen Anne Oak	7,600.
1520	43"	Queen Anne Cherry	7,780.
1520	43"	Queen Anne Mahogany	7,780.
1500	45"	Ebony	7,040.
1500	45"	Polished Ebony	7,400.
1500	45"	Oak	6,740.
1500	45"	Walnut	6,980.
1500	45"	Mahogany	7,180.
1500	45"	Cherry	7,160.
1500	45"	Gothic Oak	7,160.

Grands

W-190	6' 4"	Ebony	31,200.
W-190	6' 4"	Semi-Polished and Polished Ebony	32,000.
W-190	6' 4"	Mahogany	32,600.
W-190	6' 4"	Semi-Polished and Polished Mahogany	33,400.
W-190	6' 4"	Walnut	32,600.
W-190	6' 4"	Open-Pore Walnut	31,800.
W-190	6' 4"	Semi-Polished and Polished Walnut	33,400.
W-190	6' 4"	Cherry	32,600.
W-190	6' 4"	Semi-Polished and Polished Cherry	33,400.
W-190	6' 4"	Oak	30,000.
W-190	6' 4"	Chippendale Mahogany	33,600.
W-190	6' 4"	Chip. Semi-Pol. and Pol. Mahogany	34,400.
W-190	6' 4"	Chippendale Cherry	33,600.
W-190	6' 4"	Chip. Semi-Pol. and Pol. Cherry	34,400.

Weber

Model numbers with two digits designate models from Korea, with three digits, from China.

Verticals

W-109	43"	Continental Polished Ebony	3,380.
W-109	43"	Continental Polished Walnut	3,500.
W-109	43"	Continental Polished Mahogany	3,500.
W-109	43"	Continental Polished White	3,440.
W-109	43"	Continental Polished Ivory	3,440.

*For explanation of terms and prices, please see pages 5-10.

Model	Size	Style and Finish	Price*
Weber (continued)			
W-41A	43"	Continental Polished Ebony	4,200.
W-41A	43"	Continental Walnut	4,460.
W-41A	43"	Continental Polished Walnut	4,460.
W-41A	43"	Continental Polished Mahogany	4,460.
W-41A	43"	Continental Polished Brown Mahogany	4,460.
W-41A	43"	Continental Polished White	4,240.
W-41A	43"	Continental Polished Ivory	4,240.
WF-41	43"	Cherry	4,600.
WF-41	43"	Mediterranean Oak	4,700.
WF-41	43"	French Provincial Cherry	4,700.
WF-108	43-1/2"	French Cherry	3,900.
WF-108	43-1/2"	Mahogany	3,900.
WF-108	43-1/2"	Italian Walnut	3,900.
WF-108	43-1/2"	Mediterranean Oak	3,900.
WF-108	43-1/2"	Queen Anne Cherry	3,900.
WFX-43	43-1/2"	French Cherry	5,120.
WFD-44	44-1/2"	Mahogany	5,500.
WFD-44	44-1/2"	Oak	5,500.
WFD-44	44-1/2"	French Provincial Cherry	5,500.
W-45C	45"	Chippendale Polished Mahogany	5,780.
WC-46	46"	Continental Polished Ebony	5,180.
WC-46	46"	Continental Polished Mahogany	5,320.
WC-46	46"	Continental Polished Walnut	5,320.
WS-46	46"	American Oak	5,180.
WS-46	46"	American Walnut	5,180.
W-121	48"	Polished Ebony	4,460.
W-121	48"	Polished Mahogany	4,580.
W-121	48"	Polished Walnut	4,580.
W-48	48"	Ebony and Polished Ebony	5,800.
W-48	48"	Walnut and Polished Walnut	6,060.
W-48	48"	Polished Mahogany	6,060.
W-48	48"	Polished Brown Mahogany	6,060.
W-131	52"	Polished Ebony	4,880.
Grands			
WG-150	4' 11-1/2"	Polished Ebony	9,500.
WG-50	4' 11-1/2"	Ebony and Polished Ebony	11,180.
WG-50	4' 11-1/2"	Walnut and Polished Walnut	11,920.

Model	Size	Style and Finish	Price*
WG-50	4' 11-1/2"	Polished Mahogany	11,920.
WG-50	4' 11-1/2"	Polished Brown Mahogany	11,920.
WG-50	4' 11-1/2"	Cherry	11,920.
WG-50	4' 11-1/2"	Polished White	11,580.
WG-50	4' 11-1/2"	Polished Ivory	11,580.
WG-50	4' 11-1/2"	Queen Anne Polished Ebony	13,120.
WG-50	4' 11-1/2"	Queen Anne Polished Mahogany	13,620.
WG-50	4' 11-1/2"	Queen Anne Polished Brown Mahogany	13,620.
WG-50	4' 11-1/2"	Queen Anne Cherry	13,620.
WG-50	4' 11-1/2"	Queen Anne Oak	13,620.
WG-50	4' 11-1/2"	Queen Anne Polished White	13,420.
WG-50	4' 11-1/2"	Queen Anne Polished Ivory	13,420.
WG-51	5' 1"	Ebony and Polished Ebony	12,200.
WG-51	5' 1"	Walnut and Polished Walnut	12,740.
WG-51	5' 1"	Polished Mahogany	12,740.
WG-51	5' 1"	Polished Brown Mahogany	12,740.
WG-51	5' 1"	Cherry	12,740.
WG-51	5' 1"	Polished White	12,640.
WG-51	5' 1"	Polished Ivory	12,640.
WG-57	5' 7"	Ebony and Polished Ebony	14,260.
WG-57	5' 7"	Walnut and Polished Walnut	14,860.
WG-57	5' 7"	Polished Mahogany	14,860.
WG-57	5' 7"	Polished Brown Mahogany	14,860.
WG-57	5' 7"	Cherry	14,860.
WG-57	5' 7"	Polished White	14,660.
WG-57	5' 7"	Polished Ivory	14,660.
WG-60	6' 1"	Ebony and Polished Ebony	15,160.
WG-60	6' 1"	Polished Ivory	15,760.
WG-68	6' 10"	Ebony and Polished Ebony	19,500.
WG-70	7'	Ebony and Polished Ebony	23,500.
WG-90	9'	Ebony and Polished Ebony	46,760.

Weinbach

Note: Prices below do not include bench. Add from \$220 to \$630 (most are under \$400), depending on choice of bench.

Verticals

114-I	45"	Demi-Chippendale Polished Walnut	5,980.
114-I	45"	Demi-Chippendale Pol.Flame Mahog.	5,980.

*For explanation of terms and prices, please see pages 5-10.

Model	Size	Style and Finish	Price*
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Weinbach (continued)

114-IC	45"	Chippendale Polished Walnut	6,300.
114-IC	45"	Chippendale Polished Flame Mahogany	6,300.
114-II	45"	Polished Ebony	5,300.
114-II	45"	Polished Walnut	5,300.
114-II	45"	Polished Flame Mahogany	5,300.
114-IV	45"	Polished Ebony	5,700.
114-IV	45"	Polished Walnut	5,700.
114-IV	45"	Polished Flame Mahogany	5,700.
124-III	50"	Polished Ebony	6,900.
124-III	50"	Polished Walnut	6,900.
124-III	50"	Polished Flame Mahogany	6,900.

Grands

155	5' 3"	Polished Ebony	17,900.
155	5' 3"	Polished Walnut	17,900.
155	5' 3"	Polished Flame Mahogany	17,900.
170	5' 8"	Polished Ebony	19,100.
170	5' 8"	Polished Walnut	19,100.
170	5' 8"	Polished Flame Mahogany	19,100.
170	5' 8"	Chippendale Polished Walnut	23,000.
170	5' 8"	Chippendale Polished Mahogany	23,000.
192	6' 4"	Polished Ebony	21,800.
192	6' 4"	Polished Walnut	21,800.
192	6' 4"	Polished Flame Mahogany	21,800.

Welmar

Prices are FOB England and do not include duty, freight, and other costs of importing. Oak, ash, and cherry are available at the same price as mahogany. Polished white is available at the same price as polished ebony.

Verticals

112	44"	Polished Ebony	11,660.
112	44"	Mahogany	10,140.
112	44"	Polished Mahogany	11,660.
112	44"	Walnut	10,140.
112	44"	Polished Walnut	11,660.
112	44"	Teak	10,140.
112 School	44"	Mahogany	10,720.

Model	Size	Style and Finish	Price*
112 School	44"	Oak	10,720.
114	44"	Polished Ebony	11,900.
114	44"	Mahogany	10,540.
114	44"	Polished Mahogany	11,900.
114	44"	Walnut	10,540.
114	44"	Polished Walnut	11,900.
114	44"	Teak	10,540.
114 Regency	44"	Mahogany	11,200.
114 Regency	44"	Polished Mahogany	12,520.
118	46"	Polished Ebony	12,820.
118	46"	Mahogany	11,280.
118	46"	Polished Mahogany	12,820.
118	46"	Walnut	11,280.
118	46"	Polished Walnut	12,820.
122 School	48"	Mahogany	11,780.
122 School	48"	Oak	11,780.
126	50"	Polished Ebony	13,730.
126	50"	Mahogany	12,530.
126	50"	Polished Mahogany	13,730.
126	50"	Walnut	12,530.
126	50"	Polished Walnut	13,730.
Grands			
186	6' 1"	Polished Ebony	40,280.

Westbrook (also Brentwood)

Verticals

CFR006	43"	Country French Cherry	2,938.
TR006	43"	Walnut	2,898.
TR006	43"	Oak	2,898.
MP005	43"	Polished Ebony	2,678.
MP005	43"	Polished Walnut	2,678.
MP005	43"	Polished Mahogany	2,678.
MP005	43"	Polished Cherry	2,678.
MP005	43"	Polished White	2,898.
MP012	48"	Polished Ebony	3,098.
MP012	48"	Polished Walnut	3,098.
MP012	48"	Polished Mahogany	3,098.
MP012	48"	Polished Cherry	3,098.

*For explanation of terms and prices, please see pages 5-10.

Wieler — see "Sängler & Söhne / Wieler"

Woodchester

Also available by special order in Teak, Rosewood, Cherry, and Oak, and with Marquetry, if not already indicated.

Verticals

Arlingham	44"	Tudor Mahogany with Inlays	7,920.
Arlingham	44"	Tudor Polished Mahogany with Inlays	8,900.
Arlingham	44"	Tudor Polished Burlled Walnut w/Inlays	9,580.
Concerto	47-1/2"	Schubert Polished Mahogany	12,520.
Concerto	47-1/2"	Polished Mahogany with Marquetry	13,600.
Concerto	47-1/2"	Cherry	12,700.
Concerto	47-1/2"	Cherry with Marquetry	13,780.

Wurlitzer

Verticals

1175A	37"	American Country Regal Oak	3,530.
1176N	37"	Queen Anne Hallmark Cherry	3,530.
2270A	42"	Ribbon-Striped Mahogany	3,940.
2275B	42"	American Country Regal Oak	3,940.
2276B	42"	Queen Anne Hallmark Cherry	3,940.
WP50	42"	Continental Polished Ebony	2,700.
WP50	42"	Continental Polished Cherry	2,700.

Grands

C143	4' 7"	Ebony and Polished Ebony	10,030.
C143	4' 7"	Polished Mahogany	10,330.
C143	4' 7"	Polished Oak	10,330.
C143	4' 7"	Polished White	10,030.
C153	5' 1"	Ebony and Polished Ebony	11,600.
C153	5' 1"	Polished Mahogany	12,000.
C153	5' 1"	Walnut	12,000.
C153	5' 1"	Oak	12,000.
C153	5' 1"	Polished Ivory	11,600.
C153QA	5' 1"	Queen Anne Polished Mahogany	14,000.
C153QA	5' 1"	Queen Anne Oak	14,000.
C153QA	5' 1"	Queen Anne Cherry	14,000.

Model	Size	Style and Finish	Price*
C173	5' 8"	Ebony and Polished Ebony	12,800.
C173	5' 8"	Polished Mahogany	13,190.
C173	5' 8"	Polished White	12,800.

Yamaha

Verticals

M112	44"	Continental Ebony	5,090.
M112	44"	Continental Polished Ebony	5,190.
M112	44"	Continental American Walnut	5,290.
M112	44"	Continental Polished Mahogany	6,390.
M112	44"	Continental Polished White	6,290.
M450	44"	American Oak	3,790.
M450	44"	Cherry	3,790.
M500	44"	Cottage Cherry	4,890.
M500	44"	Country Manor Light Oak	6,390.
M500	44"	Country Villa White Oak	6,590.
M500	44"	Florentine Light Oak	4,890.
M500	44"	Georgian Mahogany	5,990.
M500	44"	Hancock Brown Cherry	4,290.
M500	44"	Milano Dark Oak	4,890.
M500	44"	Parisian Cherry	6,190.
M500	44"	Queen Anne Cherry	5,090.
M500	44"	Queen Anne Dark Cherry	5,090.
M500	44"	Sheraton Mahogany	4,290.
P22	45"	American Walnut	5,190.
P22	45"	Black Oak	5,190.
P22	45"	Dark Oak	5,190.
P22	45"	Light Oak	5,190.
T116	45"	Polished Ebony	5,390.
T116	45"	Polished Mahogany	6,390.
T121	48"	Polished Ebony	6,390.
U1	48"	Ebony	7,790.
U1	48"	Polished Ebony	7,990.
U1	48"	American Walnut	8,390.
U1	48"	Polished American Walnut	8,990.
U1	48"	Polished Mahogany	8,990.
U1	48"	Polished White	9,190.

*For explanation of terms and prices, please see pages 5-10.

Model	Size	Style and Finish	Price*
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Yamaha (continued)

U3	52"	Polished Ebony	10,690.
U3	52"	Polished Mahogany	11,990.
U5	52"	Polished Ebony	12,590.

Disklavier Verticals

MX500	44"	Country Manor Light Oak	11,190.
MX500	44"	Country Villa White Oak	11,390.
MX500	44"	Florentine Light Oak	9,790.
MX500	44"	Georgian Mahogany	10,790.
MX500	44"	Milano Dark Oak	9,790.
MX500	44"	Parisian Cherry	10,990.
MX500	44"	Parisian Dark Cherry	10,990.
MX500	44"	Queen Anne Cherry	9,990.
MX500	44"	Queen Anne Dark Cherry	9,990.
MX22	45"	American Walnut	10,190.
MX22	45"	Dark Oak	10,190.
MX22	45"	Black Oak	10,190.
MX22	45"	Light Oak	10,190.
MX116	45"	Polished Ebony	10,390.
MX116	45"	Polished Mahogany	11,390.
MX1Z	48"	Polished Ebony	14,390.
MX1Z	48"	American Walnut	14,790.
MX1Z	48"	Polished Mahogany	15,390.
MX1Z	48"	Polished White	15,590.

MIDI Piano (Silent) Verticals

MP500	44"	Cottage Cherry	7,590.
MP500	44"	Country Manor Light Oak	8,990.
MP500	44"	Country Villa White Oak	9,190.
MP500	44"	Florentine Light Oak	7,590.
MP500	44"	Georgian Mahogany	8,590.
MP500	44"	Hancock Brown Cherry	7,090.
MP500	44"	Milano Dark Oak	7,590.
MP500	44"	Parisian Cherry	8,790.
MP500	44"	Queen Anne Cherry	7,790.
MP500	44"	Queen Anne Dark Cherry	7,790.
MP500	44"	Sheraton Mahogany	7,090.

Model	Size	Style and Finish	Price*
MP22	45"	American Walnut	7,790.
MP1Z	48"	Polished Ebony	10,590.
Disklavier Verticals with Silent Feature			
MPX1Z	48"	Polished Ebony	15,290.
MPX1Z	48"	American Walnut	15,690.
MPX1Z	48"	<i>Polished Mahogany</i>	16,290.
MPX1Z	48"	Polished White	16,490.
Grands			
GA1E	4' 11"	Polished Ebony	9,990.
GA1	4' 11"	Polished Ebony	11,490.
GP1	5' 3"	Polished Ebony	13,390.
GH1B	5' 3"	Ebony	14,490.
GH1B	5' 3"	Polished Ebony	14,890.
GH1B	5' 3"	American Walnut	16,490.
GH1B	5' 3"	Polished American Walnut	16,490.
GH1B	5' 3"	Polished Mahogany	16,490.
GH1B	5' 3"	Polished Ivory	16,490.
GH1B	5' 3"	Polished White	16,090.
GH1FP	5' 3"	French Provincial Cherry	20,090.
GH1G	5' 3"	Georgian Mahogany	20,090.
C1	5' 3"	Ebony	18,690.
C1	5' 3"	Polished Ebony	19,090.
C1	5' 3"	American Walnut	21,390.
C1	5' 3"	Mahogany and Polished Mahogany	22,190.
C1	5' 3"	Polished White	21,390.
C2	5' 8"	Ebony	21,390.
C2	5' 8"	Polished Ebony	21,590.
C2	5' 8"	American Walnut	24,390.
C2	5' 8"	Polished American Walnut	25,190.
C2	5' 8"	Polished Mahogany	25,190.
C2	5' 8"	Light American Oak	24,390.
C2	5' 8"	Polished White	23,090.
C3	6' 1"	Ebony	29,090.
C3	6' 1"	Polished Ebony	29,290.
C3	6' 1"	American Walnut	32,090.
C3	6' 1"	Polished Mahogany	32,690.
S4	6' 3"	Polished Ebony	52,490.

*For explanation of terms and prices, please see pages 5-10.

Model	Size	Style and Finish	Price*
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Yamaha (continued)

C5	6' 7"	Ebony	31,390.
C5	6' 7"	Polished Ebony	31,590.
C6	6' 11"	Ebony	34,790.
C6	6' 11"	Polished Ebony	34,990.
S6	6' 11"	Polished Ebony	59,390.
C7	7' 6"	Ebony	39,690.
C7	7' 6"	Polished Ebony	40,090.
CFIIS	9'	Polished Ebony	108,390.

Disklavier Grands

DGA1	4' 11"	Polished Ebony (playback only)	19,990.
DGP1	5' 3"	Polished Ebony (playback only)	22,690.
DGH1BA	5' 3"	<i>Ebony</i>	28,130.
DGH1BA	5' 3"	Polished Ebony	28,530.
DGH1BA	5' 3"	American Walnut	30,130.
DGH1BA	5' 3"	<i>Polished American Walnut</i>	30,130.
DGH1BA	5' 3"	<i>Polished Mahogany</i>	30,130.
DGH1BA	5' 3"	<i>Polished Ivory</i>	30,130.
DGH1BA	5' 3"	Polished White	29,730.
DC1A	5' 3"	<i>Ebony</i>	32,330.
DC1A	5' 3"	Polished Ebony	32,730.
DC1A	5' 3"	American Walnut	35,030.
DC1A	5' 3"	<i>Polished American Walnut</i>	35,830.
DC1A	5' 3"	<i>Polished Mahogany</i>	35,830.
DC1A	5' 3"	<i>Polished Ivory</i>	35,830.
DC1A	5' 3"	<i>Polished White</i>	35,030.
DC2A	5' 8"	<i>Ebony</i>	35,030.
DC2A	5' 8"	Polished Ebony	35,230.
DC2A	5' 8"	American Walnut	38,030.
DC2A	5' 8"	<i>Polished American Walnut</i>	38,830.
DC2A	5' 8"	<i>Polished Mahogany</i>	38,830.
DC2A	5' 8"	Polished White	36,730.
DC3A	6' 1"	<i>Ebony</i>	43,330.
DC3A	6' 1"	Polished Ebony	43,530.
DC3A	6' 1"	American Walnut	46,330.
DC3A	6' 1"	<i>Polished Mahogany</i>	46,930.
DC3A	6' 1"	Polished White	45,530.
DC5A	6' 7"	Ebony	45,630.

Model	Size	Style and Finish	Price*
DC5A	6' 7"	Polished Ebony	45,830.
DC6A	6' 11"	Ebony	49,030.
DC6A	6' 11"	Polished Ebony	49,230.
DC7A	7' 6"	Ebony	53,930.
DC7A	7' 6"	Polished Ebony	54,330.
MIDI Piano (Silent) Grands			
MPC1	5' 3"	Polished Ebony	24,290.
MPC2	5' 8"	Polished Ebony	26,790.
MPC3	6' 1"	Polished Ebony	34,390.
MPC6	6' 11"	Polished Ebony	40,190.
MPC7	7' 6"	Polished Ebony	45,190.
Disklavier Pro Grands			
DC3PRO	6' 1"	Polished Ebony	49,530.
DS4PRO	6' 3"	Polished Ebony	74,830.
DC5PRO	6' 7"	Polished Ebony	51,830.
DC6PRO	6' 11"	Polished Ebony	55,230.
DS6PRO	6' 11"	Polished Ebony	81,630.
DC7PRO	7' 6"	Polished Ebony	60,330.
DC7Pro2000	7' 6"	Designer	297,990.
DCFIIISPRO	9'	Polished Ebony	135,230.

Young Chang (also Pramberger)

See under "Bergmann" for Young Chang pianos made in China.

Verticals

PE-102	43"	Continental Polished Ebony	3,390.
PE-102	43"	Continental Polished Walnut	3,990.
PE-102	43"	Continental Polished Red Mahogany	3,790.
PE-102	43"	Continental Polished Ivory	3,590.
PF-110	43-1/2"	Mahogany	4,700.
PF-110	43-1/2"	Mediterranean Oak	5,100.
PF-110	43-1/2"	French Provincial Cherry	5,500.
PF-110	43-1/2"	Queen Anne Cherry	5,300.
PF-110	43-1/2"	Queen Anne Oak	4,900.
PE-116	46-1/2"	Mediterranean Oak	5,790.
PE-116	46-1/2"	French Provincial Cherry	5,990.
PE-116S	46-1/2"	Ebony (School)	4,790.
PE-116S	46-1/2"	American Walnut (School)	4,990.

***For explanation of terms and prices, please see pages 5-10.**

Model	Size	Style and Finish	Price*
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Young Chang (continued)

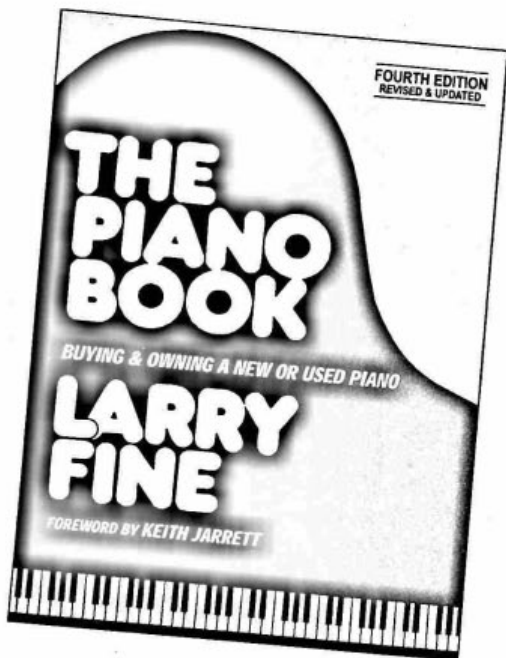
PE-116S	46-1/2"	American Oak (School)	4,990.
PE-118	47"	Ebony and Polished Ebony	4,700.
PE-118	47"	Polished Red Mahogany	4,990.
PE-118	47"	Polished Brown Mahogany	4,990.
PE-118	47"	Polished Oak	4,990.
PE-121	48"	Ebony and Polished Ebony	4,900.
PE-121	48"	Polished Oak	5,190.
PE-121	48"	Polished Red Mahogany	5,190.
PE-121	48"	Polished Brown Mahogany	5,190.
JP-48	48"	"Pramberger" Polished Ebony	7,390.
JP-48	48"	"Pramberger" Kewazinga Bubinga	7,990.
JP-48	48"	"Pramberger" Santos Rosewood	7,990.
PE-131	52"	Polished Ebony	5,990.

Grands

G-150	4' 11-1/2"	Polished Ebony	10,790.
G-150	4' 11-1/2"	Polished Red Mahogany	11,390.
G-150	4' 11-1/2"	Polished Ivory	10,990.
PG-150	4' 11-1/2"	Ebony and Polished Ebony	11,990.
PG-150	4' 11-1/2"	Polished Red Mahogany	12,590.
PG-150	4' 11-1/2"	Polished Brown Mahogany	12,590.
PG-150	4' 11-1/2"	Polished Ivory	12,390.
PG-150	4' 11-1/2"	Polished White	12,390.
PG-150D	4' 11-1/2"	Queen Anne Polished Mahogany	14,790.
PG-150D	4' 11-1/2"	Queen Anne Cherry	14,990.
PG-150D	4' 11-1/2"	Queen Anne Polished Ivory	14,590.
PG-150KPS	4' 11-1/2"	Polished Ebony Kurzweil Player System	23,990.
G-157	5' 2"	Polished Ebony	11,790.
G-157	5' 2"	Polished Red Mahogany	12,190.
G-157	5' 2"	Polished Ivory	11,990.
PG-157	5' 2"	Ebony and Polished Ebony	13,500.
PG-157	5' 2"	Polished Red Mahogany	13,900.
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PG-157	5' 2"	Polished White	13,700.
PG-157D	5' 2"	Country French Cherry	16,790.

Model	Size	Style and Finish	Price*
PG-157D	5' 2"	Queen Anne Mahogany	16,590.
PG-157D	5' 2"	Queen Anne Cherry	16,790.
PG-157D	5' 2"	Empire Brown Mahogany	17,390.
G-175	5' 9"	Polished Ebony	13,390.
G-175	5' 9"	Polished Red Mahogany	14,390.
G-175	5' 9"	Polished Ivory	13,790.
PG-175	5' 9"	Ebony and Polished Ebony	15,390.
PG-175	5' 9"	Polished Red Mahogany	15,990.
PG-175	5' 9"	Polished Brown Mahogany	15,990.
PG-175	5' 9"	Oak	15,990.
PG-175D	5' 9"	Empire Brown Mahogany	19,390.
JP-175	5' 9"	"Pramberger" Polished Ebony	17,390.
JP-175	5' 9"	"Pramberger" Polished Red Mahogany	18,990.
JP-175	5' 9"	"Pramberger" Polished Brn. Mahogany	18,990.
JP-175	5' 9"	"Pramberger" Pol. Kewazinga Bubinga	20,590.
PG-185	6' 1"	Ebony and Polished Ebony	17,590.
PG-185	6' 1"	Polished Walnut	18,500.
PG-185	6' 1"	Polished Red Mahogany	18,500.
PG-185	6' 1"	Polished Brown Mahogany	18,500.
PG-185	6' 1"	Polished Ivory	18,300.
JP-185	6' 1"	"Pramberger" Polished Ebony	21,990.
JP-185	6' 1"	"Pramberger" Polished Red Mahogany	23,990.
JP-185	6' 1"	"Pramberger" Polished Brn. Mahogany	23,990.
JP-185	6' 1"	"Pramberger" Pol. Kewazinga Bubinga	25,990.
JP-185	6' 1"	"Pramberger" Pol. Santos Rosewood	27,990.
JP-185	6' 1"	"Pramberger" Pol. African Pommele	28,990.
PG-208	6' 10"	Ebony and Polished Ebony	21,990.
JP-208	6' 10"	"Pramberger" Polished Ebony	25,990.
JP-208	6' 10"	"Pramberger" Pol. Kewazinga Bubina	30,990.
JP-208	6' 10"	"Pramberger" Pol. Santos Rosewood	32,990.
JP-208	6' 10"	"Pramberger" Pol. African Pommele	34,500.
PG-213	7'	Ebony and Polished Ebony	27,190.
G-275	9'	Polished Ebony	62,190.

*For explanation of terms and prices, please see pages 5-10.



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