

EXHIBIT J



Oswald Irmeler

whose duties and cares had grown almost beyond one man's endurance. Like his father and grandfather, Rudolf Bach had gone beyond his strength, and passed away at the early age of 49 years, on July 31, 1892. The great business which he built up is carried on by his sons, under the guidance of their uncle, Walter Bach.

In 1795 Andreas Georg Ritmüller began making pianos at the old university town of Göttingen. It is not known where he learned his trade, but his pianos were

well built and the business founded by him has continued with marked success to the present day.

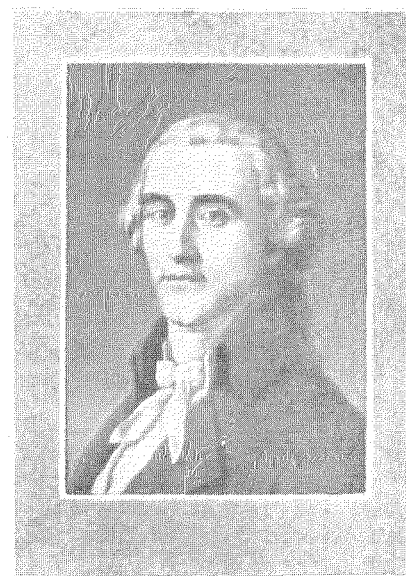
Ernst Philip Rosenkrantz, born July 10, 1773, served his apprenticeship with Heinrich Ludolf Mack of Dresden, and started on his own account in 1797. His son Friedrich Wilhelm succeeded him after his death in 1828. He gained a worldwide reputation for his instruments, doing especially a large export business to North America. The firm has maintained its reputation for high grade instruments and enjoys an enviable position among the Dresden makers of to-day.

Born at Obergrumbach near Dresden, Johann Christian Gottlieb Irmeler studied piano making with the masters at Vienna and came to Leipzig in 1818, where he founded the house of J. G. Irmeler. He built very good grand, square and upright pianos,

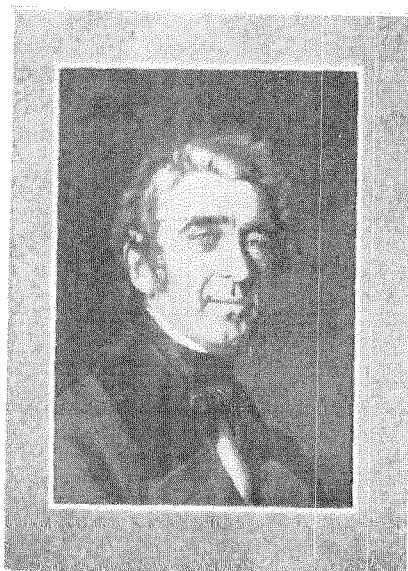
and some of his earliest productions can be found at the Germanic Museum in Nuremberg. Enterprising to an unusual degree, Irmeler saw his small shop grow into a large industrial establishment, and his pianos sold in all parts of the globe. He died December 10, 1857. His sons, Otto and Oswald Irmeler, had gone through the school of piano making in the leading shops of Vienna, Paris and London, and assumed the management after their father's death. The young men introduced steam-driven machinery in their works in 1861, probably as the first in the piano industry of Germany. Otto Irmeler died October 30, 1861, at the age of 41, and the management fell to the younger brother, Oswald, then only 26 years of age.

For 44 years Oswald Irmeler directed the destiny of the time-honored firm with marked ability and success, taking his sons, Emil and Otto, in partnership in 1903. He died October 30, 1905, leaving an establishment to his sons, which ranks among the best in Germany.

The firm of J. G. Irmeler has been honored by the appointment as purveyors to the courts of the Emperor of Austria, the Kings of Wurtemberg, Sweden, Roumania, and other potentates, and received distinguished awards for its products wherever exhibited.



Johann David Schiedmayer



Johann Lorenz Schiedmayer

Leading virtuosos such as Bülow, Friedheim, Henselt, Felix Mendelssohn, Soffe Menter, Carl Reinecke and others, have used the Irmeler grand pianos in their concerts.

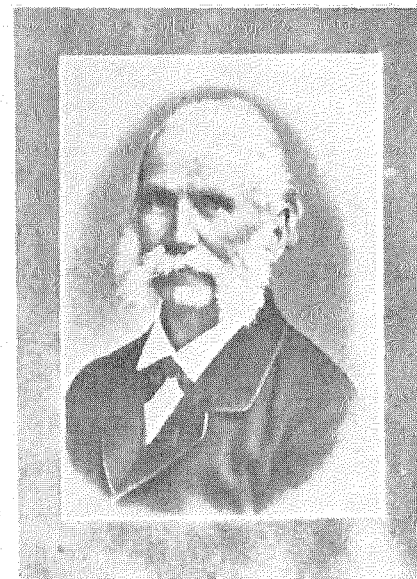
It is not known of whom Balthasar Schiedmayer, born in 1711, learned his art, but he built his first grand piano at Erlangen in 1735. He died in 1781 and was succeeded by his son, Johann David Schiedmayer, who was honored by the appointment of piano maker to the Elector of Brandenburg. He removed

to Nuremberg, continuing there with great success until his death in 1806. His son, Johann Lorenz Schiedmayer, sought a larger field for his activities and we find him in 1809 located at Stuttgart, laying the foundation for one of the most renowned firms of Germany. In 1845 he admitted his sons, Adolf and Hermann, to partnership, changing the firm name to Schiedmayer & Söhne. Always progressive, this firm produced upright pianos as early as 1842. At the World's Fair in London in 1851, their product carried off the gold medal, and in 1881 Adolf Schiedmayer received the title of "Counselor of Commerce" from the King of Wurtemberg. Adolf Schiedmayer died in 1890, and his brother Hermann in 1891. Adolf, Jr., born in 1847, is the present head of the house, maintaining the honored traditions with great success.

He wears the title of "Privy Counselor of Commerce" and is also president of the Piano Manufacturers' Association of Germany. The firm is, by appointment, purveyor to the courts of Wurtemberg and Roumania.

The younger sons of Johann Lorenz Schiedmayer, Julius and Paul Schiedmayer, devoted themselves exclusively to the building of harmoniums. They spent several years at London and more especially at Paris with Debain and Alexander, and

established themselves in Stuttgart in 1853 under the firm name of J. & P. Schiedmayer. They produced most excellent instruments, improving upon the products of the French masters, but since the upright piano began to crowd the harmoniums from the markets, J. & P. Schiedmayer were forced to begin the manufacture of pianos in 1860, and finally changed their name to the "Schiedmayer Piano-fabrik." They soon achieved great prominence, being among the first makers of Germany to adopt the overstrung system and full iron frame. In course of time the firm was appointed purveyor to the courts of the Emperors of Germany, Russia and Austria, the Queen of England and the Kings of Wurtemberg, Bavaria, Italy, Spain, Roumania, etc. Distinguished by the award of 45 diplomas of honor and prize medals, at the fairs where their



Adolf Schiedmayer



Hermann Schiedmayer

pianos were exhibited, the firm was awarded the grand prize at the World's Fairs of Paris in 1900 and St. Louis in 1904.

Julius Schiedmayer was appointed Counselor of Commerce by the King of Wurtemberg, and chosen as juror of the piano exhibits at the World's Fairs of London, 1862; Stettin, 1864; Paris, 1867; Vienna, 1873; and Philadelphia, 1876. He also received decorations from the Emperor of Austria and the Kings of Wurtemberg and Italy, in recog-

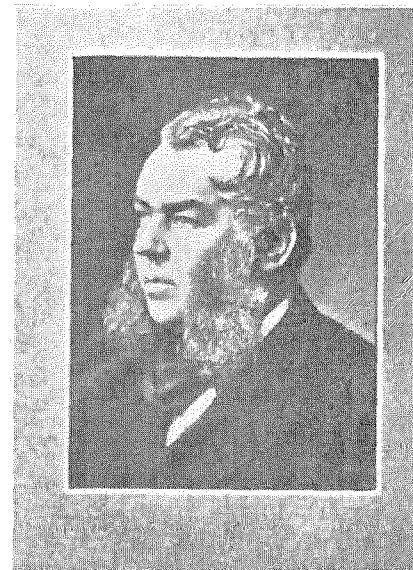
nition of his valuable services. He died at Stuttgart, January, 1878, his brother Paul following him in 1891.

Under the energetic guidance of Paul's son, Max Schiedmayer, the renowned firm is constantly adding to its prestige and honor. Like his illustrious uncle and father, Max Schiedmayer has served as juror at exhibitions, notably at the great World's Fair of Chicago in 1893, and at Brussels in 1910.

In 1819 Kaim & Günther began to make pianos at Kirchheim near Stuttgart, building up a large business. The firm was eventually dissolved, the grandson of Kaim doing business under the firm name of "Kaim & Sohn." Günther's sons adopted the firm name of "Günther & Söhne." The latter have the appointment as the purveyors to the court of Wurtemberg.

Among the noteworthy firms of Stuttgart must be mentioned F. Dörner & Sohn, established in 1830, Richard Lipp & Sohn, in 1831 and Hermann Wagner in 1844. The firm of A. J. Pfeiffer was founded in 1862. The present head of the house, Carl J. Pfeiffer, has devoted much attention to the construction of pedal pianos for pedal practice of organ players. He has also been very industrious in collecting models of piano actions for the Royal Museum at Stuttgart, and has assembled there the most complete collection of piano actions in existence. In recognition of his services Pfeiffer has been appointed purveyor to the court of Wurtemberg, and also Royal Counselor of Commerce.

Germany can boast of a long list of old established houses in all parts of its domain. The house of Gebrüder Rohlfing of Osnabrück dates back to 1790. H. Pfister started at Würzburg in 1800; Gebrüder Knake of Münster in 1808. In the year 1828 Gerhard Adam of Wesel, G. L. Nagel of Heilbronn, Ritter of Halle, G. Heyl of Borna, and I. G. Vogel & Sohn of Plauen, commenced business. I. P. Lindner of Stralsund made his first piano in 1825, and Meyer & Company of Munich in 1826. In 1832 Carl Mand began his career at Coblenz, and in 1834 C. J. Gebaur had the courage to establish himself at Königsberg, on the far



Julius Schiedmayer



Paul Schiedmayer

three of his workmen, Grotrian, Helfferich and Schulz, who adopted the firm name of Theodor Steinweg Nachfolger. This firm ranks to-day among the foremost of Germany under the able management of Wilhelm Grotrian and his sons.

Frangott Berndt started in Breslau in 1836, and the highly respected firm, Zeiffner & Winkelmann of Brunswick in 1837.

In Hamburg, Gustav Adolph Buschmann commenced making pianos as early as 1805. Mathias Ferdinand Rachals followed in 1832. Rachals, born at Mitau, June 3, 1801, had studied with Brix of St. Petersburg and Sachsosky of Cassel. His pianos were of the highest order, and he was especially successful in constructing a detachable piano for tropical countries. Rachals died September 6, 1866, and was succeeded by his son, Eduard Ferdinand, who continued to spread the fame of the firm. Born at Hamburg, May

eastern border of Germany. In the same year Ferdinand Thürmer opened his shop in Meissen, to be followed a year later by Heinrich Engelhardt Steinweg at Seesen. His son Theodor Steinweg removed his business to Brunswick, after the elder Steinweg left with his family for America in 1850.

Joining in 1865 the meantime established firm of Steinway & Sons in New York, Theodor Steinweg sold his business to

in 1837, he learned piano making in his father's shop, and afterward studied in the leading factories of Paris, London and Zürich. Rachals possessed a most artistic temperament, played the piano to perfection and enjoyed practicing on brass instruments, playing classic quartets with friends for his own amusement. The business prospered under his able management until death ended his usefulness. He passed away April 24, 1902.

His son Adolf Ferdinand went to the United States in 1892, where he worked in several of the prominent piano factories, including a long stay at Dolgeville, N. Y., for the study of hammer making. At the World's Fair of Chicago in 1893, M. F. Rachals & Company received a special diploma for their excellent instruments. Adolf Ferdinand Rachals succeeded his father in 1902.

Carl Scheel of Cassel worked for Erard from 1837 to 1846, during the later years as superintendent. He had learned so much in Paris that his business, founded in 1846, was a success from the start. An acknowledged master of his art, he attracted many young men, desirous of studying under him, among whom Georg Steck later made a name for himself in New York.

A most remarkable success, achieved in a comparatively short time, assures Julius Blüthner a prominent place in history. Born March 11, 1824, at Falkenhain, he learned his trade with Hölling



Mathias Ferdinand Rachals