

# Exhibit 3

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# I

## IBACH

The firm of Ibach has long been recognized as one of the most distinguished of German piano manufacturers. It was founded more than two hundred years ago when (Johannes) Adolph Ibach (1766–1848) opened his workshop in Beyenburg (now Barmen), near Düsseldorf, in 1794. Upon taking his elder son Carl Rudolph (1804–1863) as partner in 1834, Adolph revised the name of the firm to Adolph Ibach und Sohn. Carl Rudolph's brothers Richard (1813–1889) and Gustav Adolph also joined the company. After Adolph's death the firm continued under the name of Adolph Ibach Söhne, Orgelbauanstalt und Pianofortefabrik. After Carl Rudolph's death his widow became a partner in the business, with Richard and his nephew, (Peter Adolph) Rudolph (1843–1892), splitting the organ and piano operations. Richard then assumed command of the organ division, while Rudolph, his brothers Gustav Adolph and Walter, together with their mother, directed the piano operations. After Rudolph Ibach's death in 1892, his widow Hulda Reyscher Ibach (1845–1921) successfully managed the company for more than twelve years, until her sons came of age. The Ibach descendants (as Rud. Ibach Sohn) broadened the business, bringing it into prominence as a factory of international repute. During World War II the Ibach factories at Barmen and Düsseldorf were severely damaged in bombing raids, and the headquarters were consequently moved after 1945. Formerly headed by Adolf Ibach (1911–1999), Rudolf Ibach Sohn is located in Schwelm, where the firm specializes in GRAND and UPRIGHT models.

As of 2002 the directors were Rolf (b. 1940) and Christian Ibach. In the 1980s Ibach expanded by purchasing the venerable SCHIEDMAYER piano division (est. in 1809) and the piano firm of Roth and Junius (est. in 1889), known for its affordable instruments for home and school. Both brand names are still in production under the auspices of Rudolf Ibach Sohn. Daewoo of Korea now owns about one-third of the Ibach company.

MARTHA NOVAK CLINKSCALE

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## ITALY—PIANO INDUSTRY

The piano industry in Italy achieved only a level of semi-craftsmanship until the unification of the various