“We’ve prepared this booklet to help as you begin your search for a piano. At Schmitt’s, we sell more than pianos. We sell knowledge, service and satisfaction.

We would sincerely appreciate the opportunity to help you. We’ll do everything we can to make your experience a positive one, and to help you find the piano that will delight you for decades to come.”

— Tom Schmitt, fourth-generation president of Schmitt Music Company, family owned and operated since 1896.
Buying a Piano...

You’ve decided to buy a piano – the basic musical instrument, center of the home, source of family culture, learning and fun! Whether for the tiny beginner unable yet to reach the pedals, or for the serious player – a piano is a major purchase deserving much consideration.

Buying a piano should be a happy and rewarding experience, and in the great majority of cases, it is. You want to be happy with your purchase – with its appearance, touch, tone, lasting qualities and its market value over the years. All of these are very important to you. You have every right to expect a good return on your piano investment. And you shall have it, if you take time now to inform yourself on what for most is a once-in-a-lifetime purchase.

THE UNIVERSAL INSTRUMENT

To play a musical instrument is to discover a tremendous outlet for self-expression. Which musical instrument is best for you? For most people, the piano has been the most popular instrument of all over the decades. It’s often called “the basic instrument” and is perfect for playing solo or for accompaniment. To learn to play the piano is to learn harmony, rhythm, counterpoint, and bass and treble clef. For any instrument you might play in the future, your training in piano will prove invaluable.
Not necessarily, but – all things being equal – it is true that larger pianos have a larger sound and greater volume. This is due to a much larger soundboard, and the longer bass strings, which give the larger instruments a more fundamental sound in the bass register.

However, concert grands, which are nine feet in length, are primarily designed for the concert hall, and few homes can accommodate them.

There are really very good instruments in all sizes, and it is wise to select the one that best suits your needs and your budget.
PIANO TYPES

There are two basic types of pianos – grand pianos and vertical pianos (or upright pianos). Verticals come in several sizes. The smallest are the spinets, which are about 36 inches high. Next are the pianos commonly called consoles, which are about 40 to 43 inches high. Professional studio pianos are the largest and range anywhere from 44 to over 50 inches high.

Whatever the height, all vertical pianos take up about the same amount of floor space – roughly five feet by two feet.

While spinet-sized pianos enjoyed great popularity for many years, there are very few spinet pianos manufactured today. Consoles or studios are preferred by most manufacturers today due to their superior tone, touch, and musical qualities.
Grand pianos come in a variety of sizes, and are measured by length from the very front edge to the very back. The term “baby grand” usually indicates a grand which is about four feet, five inches to about five feet, two inches in length. Large concert grands are approximately nine feet in length. Depending on the manufacturer, there are many different sizes between the two extremes, and they often have different names attributed to them. It’s best to judge a grand size by actual measurement.

**SHOULD I BUY A GRAND OR A VERTICAL?**

A fine quality grand piano should certainly be considered if space and budget permit. Because of the design, a grand piano has certain inherent advantages over the vertical configuration. The gravity-type action of a fine grand allows for faster repetition of notes and for better, more subtle control of expression and tone than that of a vertical action piano. The horizontal construction and the shape of the soundboard allow the tone to develop in an open manner. Musically, a fine grand is superior to a vertical piano. Aesthetically, it can be an elegant and dramatic addition to your home decor.

However, space and budget are often major considerations, and not all grands are created equal. A first class vertical piano is an excellent musical instrument, and will outperform and outlast a poorly made, inexpensive, small grand. Vertical pianos come in a variety of furniture styles and finishes that can enhance your home’s decor, and will take a fraction of the space of even a small grand.
There is an undeniably strong correlation between music education and the development of skills that children need to become successful in life.

Self-discipline, patience, sensitivity, coordination, and the ability to memorize and concentrate, are all enhanced by the study of music. These skills will follow your child on whatever path he or she chooses in life.

The piano is an excellent first instrument through which to provide your child this source of lifelong joy, satisfaction and accomplishment. No other single instrument matches the piano for its broad application of musical concepts.

Even if later your child chooses to play another instrument, the melody, rhythm, and sense of harmony acquired with piano education will pay off handsomely.
Perhaps the best-known Steinway grand piano was built in 1883, and ornately decorated by the English artist Sir Lawrence Alma-Tadema. After a 50-year reign in the lobby of the Martin Beck Theatre in Manhattan, the piano brought a record $390,000 at auction in 1980. In 1997, it was again auctioned for $1.2 million.

**RESALE APPRECIATION OF STEINWAY PIANOS**

Listen closely, and you can almost hear them appreciating!

- **Present Value**
  - 13.6 times higher than original cost.
  - 5.9 times higher than original cost.
  - 2.5 times higher than original cost.

Built: 1959-88 1928-58 1900’s or earlier

Perhaps the best-known Steinway grand piano was built in 1883, and ornately decorated by the English artist Sir Lawrence Alma-Tadema. After a 50-year reign in the lobby of the Martin Beck Theatre in Manhattan, the piano brought a record $390,000 at auction in 1980. In 1997, it was again auctioned for $1.2 million.
Selection of Materials. The finest materials – top grade spruce, wool felt, expensive hard rock maple, veneers, and all the other components that go into the making of the piano – will affect the end result. The makers of more expensive instruments take great care in selecting and handling their materials consistent with the quality of that instrument.

Preparation of Materials. Proper seasoning of woods is time-consuming and costly. First the wood must be air-dried for a period of time, and then placed in kilns to stabilize it to specific moisture contents. Through this process, better instrument manufacturers go to great lengths to ensure the quality and long life of their pianos.

Workmanship. There is no substitute for quality of workmanship. The more skilled the workers are, the better the piano. Mass produced pianos are less expensive than ‘hand-crafted’ instruments. For example, it takes approximately one year to create each Steinway & Sons grand piano.

Scale Design. A beautifully balanced scale is the result of the work of a master scale designer. Scales tend to evolve and be refined over a period of time. Manufacturers of the finest pianos constantly strive to find ways to make their scales’ designs even better.
Anatomy of the Piano
THE BACK

The back of a vertical piano, or the bottom in the case of a grand, is the piano’s foundation, and must be exceptionally strong to withstand the tons of “pull” exerted by the strings. This is the reason for the vertical’s back posts, or in a grand, the braces underneath the piano.

THE SOUNDBOARD

The soundboard is the heart of the piano. It is one of the most important, yet least understood, parts of the instrument. Its purpose is to convert the vibrations of the strings into what we know as piano tone. Without it there would be no amplification, and you would hear little if anything. If the soundboard is not made of the proper kind of wood, if its size, thickness, crown (curvature), grain direction, texture and other factors are not in balance, the end result will be unacceptable tone, texture and sustaining quality.

Spruce is the species which nearly all manufacturers of top quality pianos use for their soundboards. There are several grades of spruce. The highest fine grain quality is expensive and is used in the top quality pianos.

It should be noted that other woods, even plywood, have been used for soundboards over the years, and can still be found in lesser quality instruments. However, the simple fact is that the long, even grain of a solid spruce soundboard transmits and amplifies sound the best.
**Bridges**

A critical step in the making of a quality piano is the shaping and fitting of the bridges. The bass and treble bridges must be planed to exact thickness from end to end and fitted securely to the soundboard. Absolute accuracy is paramount so as to provide the proper down-bearing of the strings upon the bridges. It is this correct down-bearing which is so vital for the transfer of the string vibrations to the soundboard (resulting in fine tonal quality from the lowest bass to the highest treble).

**The Pin Block** (or wrest plank)

The pin block is a laminated hardwood plank running the width of the piano and attached to the back frame. Embedded in holes in the pin block are the steel tuning pins around which is coiled one end of a piano string. The pin block has to hold the tuning pins tight enough, by friction alone, so that all the strings are maintained at the right tension without unwinding – thus keeping the piano in tune.

The durability of its pin block is important to the long-term life of a piano. Defective pin blocks can be replaced on grand pianos at great expense; however, it is nearly impossible to replace a vertical piano’s pin block.

Pin blocks come in several varieties, which differ in the number of laminations they contain (from four to 41). There is no particular advantage to many multiple laminations. The important thing is that the pin block is properly designed and the holes accurately drilled. Steinway, the most revered and one of the most expensive pianos in the world, has a pin block with six thick laminations of hard rock maple.

Properly designed pin blocks made with well-seasoned woods will often last the life of the piano if kept in proper climactic conditions. Loose pins are usually a result of a poor pin block or excessive dryness over a period of time.
THE PIANO PLATE

The piano plate or string-frame is made of fine grey cast iron, to the individual manufacturer’s specifications and scale design. The plate along with the back frame to which it is attached is the foundational strength to resist the tons of string tension placed upon it.

PEDALS

Most pianos have three pedals, but occasionally you see some with just two pedals. Two-pedal pianos are usually pianos manufactured outside of the United States.

GRANDS  The right pedal, called the damper or sustaining pedal, operates on the grand piano just the same as in the vertical piano. It lifts the dampers from the strings and allows all the strings to sound until the pedal is released. This is the pedal that is used the most.

The left grand pedal is called the “una corda” pedal. When depressed, the entire action and keyboard is shifted slightly to one side so that the hammers only strike two strings rather than the three strings per note. This slightly changes the character of the sound, as well as makes the piano sound a little softer.

The middle pedal on a grand piano functions in one of two ways. On some pianos it functions as a bass sustain. And on others, the middle pedal is the “sostenuto” pedal. When depressed, it will sustain a single chord or an individual note without affecting the rest of the keyboard. While this pedal is almost exclusively found on grands, it’s interesting to note that Steinway professional uprights are equipped with a true sostenuto pedal.
VERTICALS  The right pedal is called the damper, or sustaining pedal. It lifts all the dampers off the strings so that any notes played simultaneously while the pedal is depressed will continue to sound. When the pedal is released the dampers fall back against the strings and the sound is stopped. This is the pedal that is used the most.

The left pedal is the soft pedal. When depressed, it moves all the hammers close to the strings so that the stroke is shortened and the result is a softer sound.

The middle pedal on a vertical piano is often a bass sustaining pedal. When depressed it lifts off the dampers in the bass section. On some vertical pianos the middle pedal is a “practice” pedal or “muting” pedal. When it is depressed, a thin strip of felt is lowered between the hammer and the strings, which muffles the sound to a very low level.

SCALE DESIGN

Piano construction begins with scale design. Reduced to simple terms, the scale is the physical layout of the strings and other components, which produce or affect the sound and tone quality of the piano. The scale designer must consider: the speaking length of the string; the gauge, or wire size of each string; the tension, in pounds, to which each string is drawn when it is tuned to exact pitch; and the gauge of the pure copper winding of the bass strings. All of these factors are interdependent. One cannot be changed without affecting all of the others. Differences in scale design give different pianos their own special tonal qualities or personalities. In drawing his master plan, the piano scale designer strives to keep all these elements in place.

If all of these factors are in proper relationship to one another, we have harmony, and the result is an excellent foundation upon which a quality piano may be built. So scale designers are the tonal architects of the piano, and the scale is their master plan.
KEYS AND ACTION

Each key is mounted on a key frame. Key frames are located in exact position by the center pins, which are at the balance point of the key. Quality pianos have weighted and balanced keys for consistency of touch and weight throughout the entire range of the keyboard.

Ivory has not been used for the key tops for over 40 years. Today, a modern composition material is used which gives the appearance, feel and durability required. The white keys will never turn yellow, nor will they crack, split or chip.

Now let’s go to “where the ACTION is” – that section of nearly 1500 parts of the piano which causes the hammer to strike the strings when the keys are struck. Most parts of a piano action are traditionally made of hard northern maple or modern composite materials. In addition, several kinds of pure wool felt and bushing-cloth, leather, steel, brass, nickel, glue, plus many hours of work, go into the making of today’s piano action.

“Strike the key and the hammer strikes the string” is a greatly over-simplified description of what goes on in a piano action. The hammer not only must strike the string almost instantaneously; it must also strike at an exact point on each string. It must strike with the exact amount of force required to produce volume ranging from pianissimo to forte, and then bring the hammer back into position, ready to repeat the process over and over, at a very rapid rate.
Grand Piano Action
The action must also provide damping of the strings, as well as allow the tone to be sustained as long as the key is held down. There can be no lost motion in the action, which would spoil the touch. It must perform quietly and efficiently, with a minimum of maintenance under adverse conditions, for many years.

Piano hammers are made of fine wool felt, which is formed around a hardwood hammer-molding. Most piano hammers are made of two layers of felt; the outer layer is white, the inner layer is usually a color.

To bring out the best in a piano, the hammer is the all-important link. It’s often said that while a good hammer can’t make a poor piano sound good, a bad hammer CAN spoil the sound of the best piano. That’s why it’s so important that the hammer be properly sized and voiced for the scale of that particular piano.

**ACTION REGULATION AND VOICING** is the final stage in the manufacture of a piano. Piano hammers, in spite of being made from the best wool felt obtainable, under exacting control will vary slightly in density and hardness. This variance is corrected by the use of fine steel needles inserted into the hammers at the proper place and the proper depth. By “needling” a piano hammer, the tone regulator can make the tone of an individual note sound hard, or mellow, or full or thin. This fine adjustment is called voicing. The end result is tonal balance and an instrument with a full rich tone.

Action regulation is done by skilled technicians at the factory, and consists of minute adjustments throughout all the critical points in the action to insure that each and every key and action assembly performs exactly
as it is designed to do to insure evenness throughout the full range of the keyboard.

The finest piano manufacturers spend a great deal of time and attention to this process with their skilled regulators and voicers. Manufacturers of lesser quality pianos spend very little time in the voicing and regulating process.

Final preparation of the piano before it leaves the factory is one of the many differences between pianos of differing quality. In the factory, final preparation of the piano includes such things as several tunings, action regulation, and voicing. Then a final preparation by the dealer’s technicians before delivery should be done to ensure that the instrument is at its very best when it arrives at your home.
CABINETRY

Approximately 85% of every acoustic piano is made of wood, and a good portion of that wood is the piano cabinetry. Exquisite furniture and finishes have long been associated with the fine art of piano building. For most piano buyers, the style of cabinetry and wood finish is an important consideration. From period styles to contemporary, there is sure to be a finish and style that will work with your decorating tastes.

There are basically three types of cabinet construction.

**SOLID CORE CONSTRUCTION**
Solid lumber core (usually poplar) with two outer layers of veneer on each side.

**PLYWOOD**
Approximately half to three quarter inch plywood panels with face veneers on each side.

**FIBER BOARD**
Panels made of compressed wood fiber, and with face veneers applied to each side.

Historically, piano cabinets have used the solid core construction, and some still do today. However, plywood and fiber board are now commonly used throughout the industry.

Legs, molding, and various trim pieces are usually solid wood. On good quality pianos they are of the same wood species as the rest of the piano’s cabinet.

While elaborate cabinets with carvings, moldings and rich styling features are more expensive than simple plain cabinets, within the same brand and model there is no difference in the quality of the instrument. Proper seasoning of the woods used and the application of a long lasting finish will ensure the beauty and stability of the cabinet for its many years of service.
Buying a used piano can be a very good decision. On the other hand, it can be a very bad decision. A good used piano will be less expensive than a new one of similar quality. If it is in good condition and properly maintained, used pianos can give years of service.

Unfortunately, most used instruments are many years old, and frequently have had little regular maintenance and tuning during their lifetime. Therefore, if buying from a private party out of a home, it is wise for your own protection to engage the services of a good tuner/technician to personally inspect and evaluate the piano’s condition. If the piano needs anything more than a tuning and minor adjustments, you probably should keep on looking. Major repairs and rebuilding are extremely expensive.

Another option is a completely rebuilt or reconditioned piano – which carries a warranty – from a reputable dealer’s piano shop. If you can find a piano you like in your price range, you can likely be assured of satisfaction. At Schmitt’s, our piano shops are modern, fully equipped, and staffed by master technicians and rebuilders, who regularly perform everything from reconditioning, rebuilding and restoration, to complete refinishing of pianos of all ages and types.
Buying a used piano privately can be a dangerous and costly decision. What appears to be a rare bargain may prove to be a real liability. Unless you are a piano expert, your best assurance is to rely on the judgement of the most experienced dealer in your area with a proven record of integrity and fair dealing. It is unwise to pick up an old piano privately “to get started.” A poor piano offers discouragement to the child and is at best, a questionable investment for the parent.

Here are just a few of the many danger areas encountered when a non-expert piano buyer buys a piano privately:

1. **Plate** – May be cracked or broken which cripples the piano musically and renders it useless.
2. **Strings** – Bass strings may be “tired and tubby,” totally devoid of tone.
3. **Sound Board** – May be badly cracked, or worse yet, may have lost crown to become tonally deficient.
4. **Ribs** – May be broken or pulled away from soundboard.
5. **Bridges** – May have lost proper bearing, be broken, split or cracked, necessitating a major expense.
6. **Tuning Pins** – May be loose, may have been previously “doped,” may require oversized pins, may require new pin block. Avoid any piano with pins showing evidence of having been pounded.
7. **Pin Block (wrest plank)** – May be split and is very costly to repair. Since this is concealed, experienced judgement is required.
8. **Actions** – May be literally worn out rendering the piano useless. If rebushing is required, this is very costly. A complete regulation requires much time of an expert and is expensive if properly done.
9. **Hammers** – May be worn out or improperly filed so as to require replacement – another costly repair.
10. **Trap Work** – The internal leverage controls of the expression pedals may need complete overhauling.
11. **Refinishing** – Many people learn to their dismay that refinishing a piano is not a home do-it-yourself project; that it requires much hard work and know-how best left to a skilled craftsman. Good refinishing work is expensive.

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**Appraising a Used Piano**

If you don’t know pianos, know your piano dealer.

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**USED PIANO APPRAISAL**

Make __________________ Model __________________ Serial# __________________ Bench __________________
Spinet, Console, Studio, Upright or Grand __________________ Serial# __________________
Case Style __________________ Wood __________________
Customer Name __________________ Telephone __________________
Piano’s Location ________________________________

**NOTE:** These figures are publicized only to help you understand the costs associated with the repair of used pianos. Schmitt’s does not perform this work on pianos other than those we take as trade-ins. The only exception to this is high quality grand pianos, which we will repair and restore for private parties.

1. Is the plate cracked?  
   Yes [ ] No [ ]
   **ACTION**
   Any piano with a cracked plate has no trade-in value
   1. Are the hammers moth eaten or cut through? [ ]
   2. Does the piano have plastic action parts? [ ]
   3. Are the bridal straps broken through? [ ]
   4. Does the piano have plastic elbows? [ ]
   5. Are the tops worn, split, discolored or missing? [ ]

2. **SOUNDBOARD AREA**
   1. Are the ribs loose? [ ]
   2. Is the bass bridge defective? [ ]
   3. Is the treble bridge defective? [ ]

3. **PIN BLOCK AND STRINGS**
   1. Are the pins loose? [ ]
   2. Can they be driven? [ ]
   3. Does the piano need to be repinned? [ ]
   4. Is the pin block split? [ ]
   5. Are the bass strings dead? [ ]

4. **CABINET**
   1. Is the finish severely scratched? [ ]
   2. Is the finish faded unevenly? [ ]
   3. Are the lid or other areas water damaged? [ ]
   4. Should the piano be refinished? [ ]
   5. Are the casters nonfunctional or missing? [ ]

**APPROXIMATE COST OF REPAIR**

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1. Is the plate cracked? [ ]

2. Does the piano need to be repinned? [ ]

3. Are the bass strings dead? [ ]

**YES**

**NO**

**APPROXIMATE COST OF REPAIR**

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These costs would be above and beyond the $250 in preparation and repair we normally put into any piano taken in on trade in good condition.

**Approximate Retail Value when repair is finished __________________________________________________________________________________________

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**Approximate retail value when repairs are finished __________________________________________________________________________________________

**Less normal repair, clean-up, regulation and tuning costs __________________________________________________________________________________________

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**Less normal repair, clean-up, regulation and tuning costs __________________________________________________________________________________________

**Trade-in value __________________________________________________________________________________________

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**Trade-in value __________________________________________________________________________________________

These are the guidelines Schmitt Music uses for determining trade-in values. These approximate cost estimates are based on work done in our own shops. Costs from other contractors may vary.
Schmitt’s has been rebuilding and restoring pianos for over 50 years. Shortly after World War II, we established our first piano rebuilding shop. Today, Schmitt’s state-of-the-art shop is located in our Brooklyn Center warehouse and distribution center. This well-equipped facility houses a wealth of equipment and an extensive parts inventory. Huge dust collectors and exhaust fans, an enclosed spray booth, in compliance with all safety and fire requirements produce an environmentally-friendly workplace.

Our quality shop will handle everything from a simple reconditioning to complete piano restoration.

Venerable older grand pianos, some of them with priceless “art” cabinets are refinished and restored to their original beauty by meticulous craftsmen. Interior workings are completely redone to original specifications by our piano rebuilders, and our voicers and regulators work in a special, quiet voicing room to bring back the original sound and touch.
The result is an irreplaceable instrument which looks like new inside and out, with its original sound and touch restored for the use and pleasure of another generation. Whether it’s a simple reconditioning, rebuilding, or a complete piano restoration, you can trust Schmitt’s to take care of all your piano needs.
From the early 1900’s through the “roaring twenties” much of the success of the piano industry was due to the popularity of the player piano. During that period over half of the pianos made in the United States were players. These old players were entirely mechanical with thousands of individual parts including bellows, pneumatic tubes, tracker bars, and all kinds of other mechanical devices. When the radio and phonograph came along in the mid-twenties, they replaced the player as the main source of home entertainment.

Today’s player pianos – verticals and grands – are marvels of technology for player and non-player alike. They offer features and performance that far exceed the player pianos of yesterday. The player unit does not affect the playability of the piano itself. So not only do you have a fine piano upon which to play, but also the amazing capabilities of the player piano.
Using digital technology, today's player has as a source a modern compact disc instead of the old paper piano rolls. The unit reads the information on the disc and activates the keys using highly sophisticated electronics. The result is a performance exactly as the performer originally played the piece, including dynamic expression and tempo. With the touch of a button you can have world-class performances right in your living room with artists such as Arthur Rubinstein, Vladimir Horowitz, Peter Nero, Floyd Cramer and hundreds more. It's like having the most famous and gifted pianists from the past and present performing just for you, live in your own home.

Some models go far beyond the standard player piano features to offer not only live acoustic piano concerts, but instrumental ensemble music as well. With modern playback features, they allow you to record and hear your own performances, which is particularly helpful for students. Today’s player pianos, with their fine tone and touch, and stunning features and capabilities, offer an unparalleled musical entertainment system for your home.
Electronic “piano-like” instruments were introduced well over forty years ago. However, they never achieved any great popularity because they only approximated a piano-like sound and touch, and had very limited applications.

Fast forward to this new age of digital electronics! Today’s digital pianos are capable of producing amazingly authentic piano sound and have key actions that give the feel and repetition of an acoustic instrument. Thanks to the wonders of digital technology, the digital piano is also capable of realistically producing other musical instrument sounds, as well as those of the piano. The straight digital piano usually has the standard 88-note keyboard. Some lower-priced models, however, have “short” keyboards of only 76 notes. They often have two or three other voices in addition to the piano sound.

“Digital piano ensembles” are digital pianos that feature an extensive selection of instrumental voices, a large number of accompaniment rhythms, “play-along” chord patterns, and many sound effects too numerous to list.
The “extras” that digital piano ensembles offer are seemingly limitless, making them the most versatile home instruments imaginable.

Schmitt Music features Yamaha’s CLAVINOVA, the most popular digital ensemble in America. With its advanced digital technology, it offers the authentic sound and touch of a concert grand. You can choose piano sounds from mellow to brilliant, honky-tonk to new age. You can control the volume or play privately with headphones. Depending on the model, Clavinova is a guitar, a sweet flute, a saxophone, a harpsichord, strings and up to 700 other instrumental voices. Play solo or be accompanied by an entire band or orchestra. With its easy-to-use learning software, Clavinova is also a valuable tutor. This fascinating instrument can make practicing fun and learning to play easy.

Other benefits of digital pianos include fantastic effects, multi-track record and playback, hook up to your TV for karaoke, or to your home computer (midi, Mac and PC compatible). And digital pianos never need tuning.

Digital or Acoustic? For some, the only choice is the traditional acoustic grand or vertical in fine furniture cabinetry with its true acoustic character. For others, a digital piano fits their needs perfectly, as it offers such versatility and is an
Buying a piano should be a happy and rewarding experience. When you visit one of Schmitt Music's stores, we will make every effort to ensure that you have that rewarding experience. You’ll see an extensive display of pianos in all sizes, furniture styles and finishes. Schmitt’s represents pianos in all price ranges – from the modestly priced vertical pianos to the magnificent Steinways – and everything in-between.

There’s no hurry…take all the time you need at Schmitt’s. Come by for several visits if you wish. Our skilled and experienced piano consultants will do everything possible to assist you in finding the right piano for your playing needs, your space requirements and your budget. Ask questions…our piano experts love pianos and have extensive knowledge, which they enjoy sharing on these topics and more.
We'd Love to Help You...

Listen to the pianos you are interested in. Play a few chords on different pianos. Or if you don’t play yourself, one of our piano people will play for you so that you can hear the differences. After all, the tone of the piano – what it sounds like – should be a major consideration. Because pianos vary so much – some quite mellow, some quite bright, and some in-between – you’ll want to select a piano with a tone that is pleasing to you.

As one of the largest keyboard retailers in the United States, Schmitt Music is able to choose from among the world’s most desired piano brands to represent on our sales floors. When we make our selections with manufacturers, we insist on specifications and standards that meet our requirements. In effect, we pre-shop for our customers. You can be sure that any piano you choose at Schmitt’s is a good instrument capable of giving you years of satisfactory service and musical enjoyment. And Schmitt’s price guarantee assures you the price you pay represents the true value of the instrument.

Your Piano...

Schmitt Music is a fourth-generation, family-owned business, with over 100 years of service to the musical community. We sincerely hope you give us the opportunity to help you join the thousands and thousands of satisfied, valued piano owners who make music with a fine piano from Schmitt’s!
Piano warranties vary from manufacturer to manufacturer. Most acoustic piano warranties range from five to fifteen years. Some piano warranties are much longer. However, they may have many exclusions. Most warranties cover defects in material and/or workmanship and specify that the piano must be returned to the factory at the customer’s expense if there is a major problem that can’t be corrected at the local level.

At Schmitt Music, we stand behind every new acoustic piano we sell with our own comprehensive ten-year warranty. So when your piano comes from Schmitt’s, you have DOUBLE PROTECTION... the manufacturer’s warranty and a warranty from Schmitt Music. Schmitt’s warranty covers everything but normal maintenance and care, assuring you of continuing satisfaction with your piano for years to come.
Schmitt Music Company has been a family-owned business for more than 100 years. Today, our stores serve music-loving families in Minnesota, Wisconsin, South Dakota, North Dakota, Nebraska, Kansas and Missouri. In Colorado, our Schmitt family piano store is known as Wells Music.

Most of our stores carry a full line of musical instruments. In addition, we offer sheet music, books and accessories for all instruments. If you’re interested in lessons, we can help with that, too.

Some of our locations house facilities for piano service and repair, employing skilled technicians and craftspeople to handle all your piano needs – from tuning new pianos to complete restoration of family heirloom pianos.

All our locations can refer you to qualified technicians in your area.

For your nearest Schmitt Music store, call 1(877) SCHMITT or visit www.schmittmusic.com.