

Pianos and Their Makers

By

Alfred Dolge

Published by Covina Publishing Company, 1913

E. N.
Kimball, Jr.

EDWIN NELSON KIMBALL, JR., has devoted his whole life to the manufacture of pianos. He learned the trade under his father's guidance when the latter was president of the Hallet



E. E.
Conway

E. N. Kimball, Jr.

and Davis Company. In 1900, Kimball, Jr. succeeded his father in the presidency and has ever since had charge of the manufacturing department of the concern. Possessing a systematic, orderly mind for details in factory organization, Kimball demonstrated this ability in the designing and equipment of the new mammoth factories which were erected by the Hallet and Davis Company in Boston, in 1912.

EARLE EDWARD CONWAY, a graduate of Beloit, (Wis.) College, started out to learn the piano business with A. E. Whitney, of St. Paul, in 1893, receiving the princely salary of twenty dollars per month. It was not long before he began to sell pianos on his own account in Southern Minnesota with such success that he cleaned up a profit of six hundred dollars within two weeks. Evidently his father, E. S. Conway, the well-known vice-president of the W. W. Kimball Company, Chicago, was of the opinion that the young man was

making money too fast, and he therefore called him into the service of the W. W. Kimball Company, where he was charged with special work in closing up accounts and looking after the interests of that company among the dealers during the panic years of 1893-1897. After that time he was the general traveling man for Illinois, Iowa and Nebraska. In 1902 he was elected director and secretary of the W. W. Kimball Company.

Desirous of being independent and believing that he would make more rapid progress in company with his brother, he organized in 1905 the Conway Company, of which he became president. After the Hallet and Davis Company of Boston was acquired, he accepted the office of secretary in that corporation, assuming the general management of the financial and office departments.

CARLE COTTER CONWAY graduated from Yale University at the age of twenty-two, when he was induced by his father to enter the piano business. He took a position with the W. W.



C. C.
Conway

Kimball Company as retail salesman, and after a short time was charged with the responsible position of manager of the outside retail stores of the Kimball Company. The experience



C. C. Conway

gained in that position prepared him most excellently for his larger work of managing the wholesale as well as retail departments of the Hallet and Davis Company, when he joined his brother in that enterprise. C. C. Conway, endowed with a very magnetic nature, has shown exceptional talent in producing telling advertising literature, and is like his brother, E. E. Conway, a splendid mixer, but primarily a keen and shrewd business man. The almost phenomenal growth of the Hallet and Davis Company of late years is the result of the well-considered and purposeful aggressiveness of its

managers, who with youthful energy, tempered by traditional conservatism, have fully grasped the tendencies of the times and never fail to keep pace with them. The Hallet and Davis Company can point to the fact that as far back as 1867, Franz

Liszt played their concert grand pianos at the Paris exposition and enthusiastically endorsed those instruments. In 1911, His Holiness, Pope Pius X, selected a Hallet and Davis piano for the Vatican, and awarded the Hallet and Davis Company a gold medal in recognition of the beautiful qualities of the instrument. Among the many modern artists who believe in the Hallet and Davis piano may be mentioned Mary Garden, the noted opera singer, who uses a Hallet and Davis piano in studying at her home in Paris.

Alert to the demands of the times, the Hallet and Davis Company introduced, in 1911, a player piano under the name of "Virtuola". This instrument, built entirely in their own factories, has proven a great success from the start and is in great demand by dealers all over the United States, as well as in the thirty-four retail stores owned by the Hallet and Davis Company scattered throughout the country. The company also manufactures the Conway piano and controls the Simplex Player Action Company.

Simplex
Player

The organization of the working force of the Hallet and Davis Company, the system applied in the manufacturing of the pianos and the methods used in selling the product are unique in their ways, and a most brilliant future seems to be in store for the enterprising men who are directing its destinies.

HARDMAN, PECK AND COMPANY*, New York, N
Perhaps the most striking exhibit in the piano division of the Centennial Exposition at Philadelphia, in 1876, was that of the Hardman Art pianos, the most expensive of their kind in that entire exposition. The history of the house of Hardman, which was established in 1842, is one of steady and purposeful progress. When LEOPOLD PECK took an active part in the management of the concern, in 1880, he made the further development of the Hardman piano his main object, and soon succeeded in obtaining for the Hardman piano a position in the front rank of high class products.

Leopold
Peck

*Vol. 1, p. 290.