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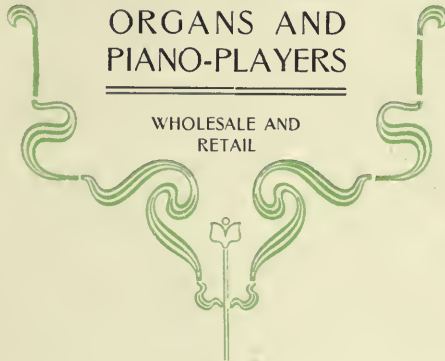


LAYTON BROS.

PIANOS

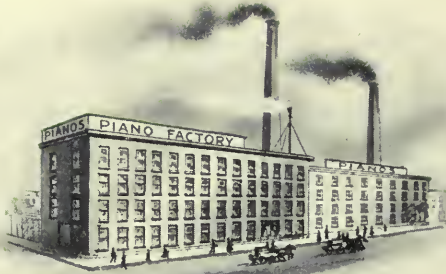
ORGANS AND
PIANO-PLAYERS

WHOLESALE AND
RETAIL



Warerooms and Offices:

144 Peel Street, Montreal, P.Q.



Montreal Factory

Factories at
Montreal
and Toronto
where
The Layton Bros.
Pianos
are
manufactured



Toronto Factory



The Selection of a Piano

THIS is not at all an easy matter, considering the legion of different makes there are to choose from. It is estimated that in Canada alone at least twelve thousand pianos are manufactured annually. One cannot altogether be guided by a name. It does not necessarily follow because a particular make of piano took high honors half a century ago that it is now up to modern requirements. It has often happened that the goodwill and business of a celebrated maker is bought up by a joint-stock company, and it is then put forth that such and such a piano is A1, for the simple reason that the *name* has been before the public for fifty or seventy-five years. Were the founder of such a firm living, it might probably be all right, but in some cases two generations have passed away, and the present proprietors have not even a third cousin of the originator in their midst.

However, it is "The Piano," and the public are satisfied.

In Europe most people who are connected with the piano business have a technical knowledge of the same, but on this continent it is an exception when you find a manufacturer, or even a dealer, a practical man. The great majority enter the business purely from a commercial standpoint, and are, therefore, at the mercy of their employees. In many cases those who make the biggest pretensions are the most ignorant. They could not even sound a chord on an instrument, or criticize it in any way. However, they have good business ability, and know how to get the piano before the public. Some of the methods used may be specified as follows: Testimonials from prominent musicians, the names of some of whom may be found in at least fifty different catalogues, extolling the merits of each manufacturer's instruments. Pianos are often given to celebrities to secure their names by way of an advertisement. Queen Victoria must have received hundreds in this way.

It must be remembered and understood that no manufacturer, particularly in Canada, makes all the various parts that comprise a piano. These are obtained from what are known as supply houses; thus we have the action maker, key maker, sounding-board maker, hammer maker, string maker, tuning-pin maker, plate founder, varnish



manufacturer, and several other less important establishments. It will, therefore, be seen that piano purchasers, in a large measure, are wholly dependent upon the honesty and practical ability of dealers, many

of whom, not having a thorough knowledge of the business, are, they themselves, often deceived by manufacturers. It is not only necessary for a good critic of a piano to be able to play the same, but he must also have a technical knowledge of the instrument.

Layton Brothers were brought up in the atmosphere of the piano business. For nearly seventy years their name has been identified with the manufacture and sale of pianos. In 1837 the Layton Piano was first brought before the English public, and soon won for itself a distinguished place among the celebrated London makes.

Royal honors have been conferred upon Mr. P. E. Layton, senior partner of this firm, who is not only a certificated musician and a com-



Mr. H. A. Layton, junior partner of the firm.

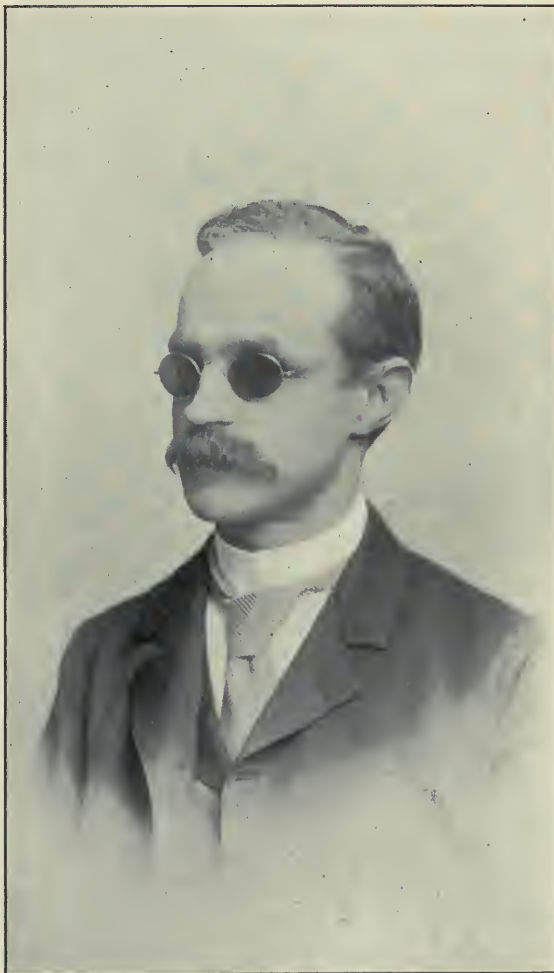


poser, but has taken his diploma for piano-forte tuning, and, in 1887, was presented with a tuning prize by H. R. H. the Princess Royal of England (late Empress Frederick of Germany).

The "Dominion March," which was published in 1898, and dedicated to Lord Strathcona, is probably the most popular of his compositions.

Layton Brothers have always been diligent students of the art of piano construction, and owe their great success to perseverance, intellectual capacity and technical ability. The large and distinguished list of patrons' names and book of testimonials recently issued by this firm are evidences of the great confidence bestowed in them by the public.

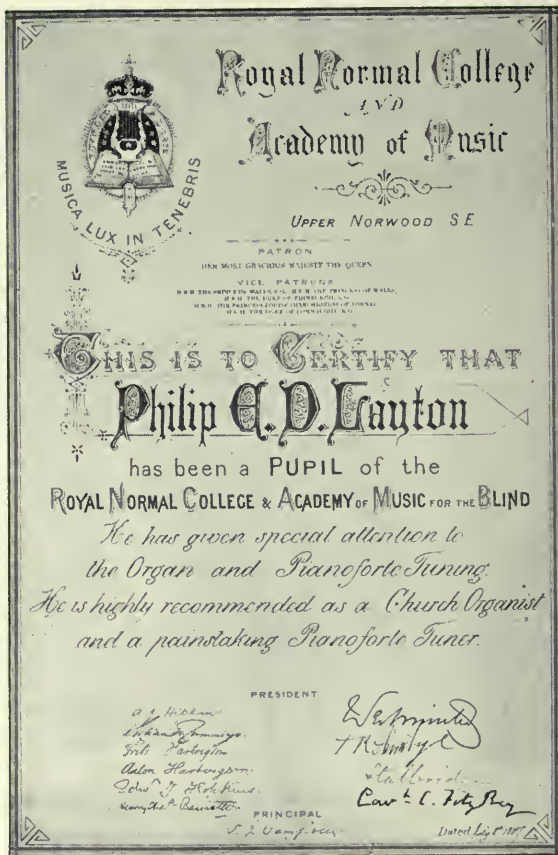
Layton Bros. is one of the oldest piano firms in Montreal, and carry on a very extensive business throughout the Dominion, particularly with the popular Layton Bros. Piano manufactured in Montreal and Toronto.



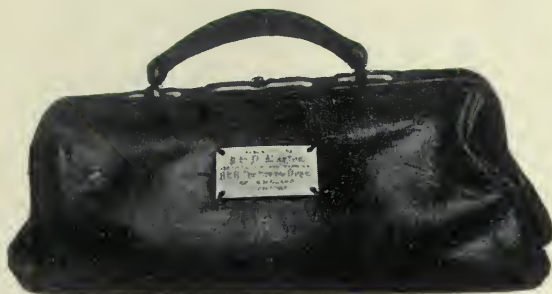
Mr. Philip E. Layton, senior partner of the firm.



TRADE MARK



Diploma presented to Mr. Phillip E. Layton from the Royal Normal College, London, Eng., when graduating in 1887.



Satchel containing tuning implements presented to Mr. Phillip E. Layton
by H.R.H., The Princess Royal of England.



View of Main Show Room



A COMMON QUESTION

Which is the Best Make of Piano?

WHEN it is known that there are over four hundred Piano Manufacturers scattered over this continent, it stands to reason that there must be *more than one best* make of piano.

Although there are undoubtedly many inferior instruments placed on the market, still the majority of manufacturers turn out reliable goods.

A reliable firm will only sell reliable instruments, hence the necessity, when purchasing an article of which one is not a judge, of dealing only with a thoroughly practical house which has an established reputation for honesty.

A manufacturer or dealer who tries to build up his own reputation by depreciating the goods of others should be avoided.





The object of this catalogue is to give the prospective purchaser of a piano an accurate description of the Layton Bros. Piano, and to enable those who live out of town to order an instrument intelligently, knowing exactly what they will receive, the following cuts or lithographs giving a true portrait of the general appearance of the instrument. The selection of a piano for out-of-town customers is a point of honor with Layton Brothers.

Mr. Philip E. Layton, the practical partner of the firm, personally selects every piano before shipment; thus the purchaser often secures a better instrument than should he select it himself.

We will ship a piano to any point in Canada on trial, for ten days, FREE, and if not satisfactory it can be returned at our expense.





Description of Style "Bach."

DIMENSIONS : Height, 4 feet 7½ inches ; width, 5 feet 4 inches ; depth, 2 feet 3½ inches.

7⅓ octaves ; full trichord ; overstrung bass ; complete iron frame ; compound sectional wrest-plank ; metal keyed supports connected with iron frame ; best patented check-repeating action ; three pedals, including dulcephone.

Tone rich and full ; light touch.

CASE : New design, presenting a natty and "up-to-date" appearance ; nicely figured walnut ; beaded panel and edges ; new style pilasters and trusses ; double fall-board ; automatic duet music-desk.

Price : \$300, payable within three years.

DISCOUNT FOR CASH.



Style "Bach," Cabinet Grand.

One of the best toned and most durable pianos yet placed on the Canadian market.



Description on opposite page.

One year's free trial given with every Layton Bros. Piano, and if within that time the instrument should not prove as represented, money will be refunded, or the piano will be exchanged for another. This trial in no way interferes with the regular ten years' guarantee.



Description of Style "Liszt."

DIMENSIONS : Height, 4 feet 8 inches ; width, 5 feet 4 inches ; depth, 2 feet 3½ inches.

7⅓ octaves ; full trichord ; new overstrung scale ; Capo d'Astro bar ; complete iron frame ; compound sectional wrest-plank ; metal keyed supports connected with iron frame ; best patented check-repeating action ; ivory keys ; 3 pedals, including dulcophone.

Full, resonant tone ; responsive and easy touch.

CASE : Latest design in walnut or mahogany ; double veneered (specially selected) and cross-banded ; double fall-board ; automatic duet music-desk ; artistically carved panels and pilasters ; extra fine mouldings ; continuous hinges.

Price : \$325, payable within three years.

DISCOUNT FOR CASH.



Style "Liszt," Cabinet Grand.

A beautiful piano,
suitable for home or concert use.



Description on opposite page.

The celebrated Barthelmes actions, which were awarded gold medals at the Chicago Exposition, 1893, and the Paris Exposition, 1900, are used in the Layton Bros. Pianos, and are warranted not to stick, work sluggishly or rattle. The wood used in their construction is of the best, and seasoned for many years.



Description of Style "Mendelssohn."

DIMENSIONS : Height, 4 feet 8 inches ; width, 5 feet 4 inches ; depth, 2 feet 3½ inches.

7⅓ octaves, improved New York overstrung scale ; full iron frame ; copper-wound bass strings ; Capo d'Astro bar ; three pedals, including sostenuto ; nickle dulciphone attachment, operated by lever under key-board ; best patented check-repeating action ; ivory keys.

Rich sustaining tone ; elastic touch.

CASE : Very artistic design in beautifully figured walnut, mahogany or oak ; continuous hinges ; Ionian trusses ; carved pilasters and panels ; double gables ; double grand fall-board and swinging music-desk full width of key-board. This style contains all that goes to make up the very best in piano construction.

Price: \$3 80, payable within three years.

DISCOUNT FOR CASH.



Style "Mendelssohn," Cabinet Grand.

An elegant piano, fit to adorn any mansion.



Description on opposite page.

The sounding-boards used in the Layton Bros. Pianos are imported from the United States, and are made from the most carefully selected and thoroughly seasoned spruce, thus insuring the greatest possible resonance. A first-class sounding-board is not only the chief tone-producing factor in a piano, but on it alone depends the continued life and beauty of the instrument.



Medals awarded the celebrated Barthelmes actions at the Columbus Exposition at Chicago in 1893, and the Paris Exposition, 1900. The above named actions are used in Layton Bros. Pianos.



Special Improvements in the Layton Bros. Pianos

Best Patented Check Repeating Action.

Compound Sectional Wrist-plank or Tuning-pin Block.—This consists of five layers of hard rock-maple, cross-banded ; in other words, the grain running in different directions. With this arrangement the tuning-pin is held firmly, and thus the piano stays in tune for a much longer period than when the wrist-plank consists simply of one piece of wood.

Full Iron Frame.—This reaches from top to bottom of the piano, giving strength and firmness to the wrist-plank, bridges, sounding-board and case.

Grand Scale and Overstrung Bass.—In laying out the scale of the Layton Bros. Piano, the most accurate calculations and measurements have been made ; thus every instrument possesses a full rich tone with a remarkable singing quality so appreciated by all musicians.

The Dulcephone Pedal.—This enables the student to practice without disturbing some sleeping person or patient. It consists of a layer of felt passing between the hammers and the strings. By its use the wear of the piano is greatly prolonged.

Automatic Duet Music-Desk.—The special advantage of this desk is that it is made extra large to hold two or three pieces of music conveniently at one time.

Keybed Supports Cast in the Metal Plate.—A preventative against the key bottom or keybed curving down in the centre.

Hammers.—These are covered with two thicknesses of the purest wool felt, unmixed with cotton or any other material ; thus the tone does not wear “tinny,” as is the case when cheap hammers are used.

Back of Piano.—This is left open, well varnished, and made of the best hardwood.



Closing Remarks.

Mr. Philip E. Layton, the practical partner of the firm, directs all the artistic work in the instruments, such as action regulation, tone regulating, fine tuning, etc.

Pianos made to order in fancy woods, and case designs to suit any particular taste, or any peculiar style of furniture or room. With such orders, photo or drawing of instrument must be forwarded to us at least three months before delivery is desired.

A binding guarantee for ten years, endorsed by the firm, is stamped inside the top lid of every Layton Bros. Piano. In addition to this long guarantee, one year's free trial is given with each instrument, *and if within that time the piano should not prove as represented, money will be refunded or instrument exchanged for another.*

INSTRUMENTAL ATTACHMENT.—This enables any ordinary player on the piano to imitate perfectly the tone of the mandolin, guitar, harp, zither and banjo. This arrangement will be adjusted to any Layton Bros. Piano, free of charge, if so desired. But for many reasons the instrumental attachment is not advocated by a large number of leading piano manufacturers. We wish it, therefore, to be clearly understood that the instrumental attachment will not be adjusted to our instruments unless a special request for same accompanies order.

PRICE.—Most manufacturers quote what they call their catalogue prices on pianos, which means that \$600 would be marked under a \$400 instrument. We have decided that all the mystery and uncertainty as to the prices of our pianos shall be done away with. Therefore, in following the example of the great departmental stores, we have printed our regular prices clearly under each instrument.





Recommendations for the Care and Preservation of the Piano

££ Adopted by the National Piano ££
Manufacturers' Association of America

Bear in Mind: That a piano is more than a piece of furniture in its mechanism, but delicate in its case, and often receives greater injury through lack of care than from excessive use. Therefore, it is urged that the following rules should be carefully observed:

Wiping Off.—After unboxing the piano, if the instrument has been exposed to cold or dampness, remove the front, and with a soft, old linen cloth wipe off the moisture from the case and from all metal portions, viz., tuning-pins, wire (where accessible), bridge, screw-heads, etc.

In Placing the Piano, do not put it over or near a heater, as hot air is very injurious to any cabinet work. Avoid placing a piano near a window where one end of the instrument will be cold and the other warm.

Keep the Piano Closed when not in use, and cover it with a sheet or blanket when sweeping, cleaning or airing the room. A piano should be opened for a short time at least every day, to prevent discoloration of the ivory keys.

Tuning.—A piano should be tuned at regular intervals. It becomes out of tune as much by changes of temperature as by use. Too much stress cannot be placed upon the necessity of regular and expert tuning.

Action-Regulation.—To preserve the musical and mechanical qualities of a piano, the action should be regulated not later than the second year after purchase. The regulating of a piano is distinct from the tuning, which

is only placing the strings in proper unison and at the correct pitch.

Sympathetic Vibration.—The jingling or singing sound at times noticeable when the piano is played, frequently is due to what is called "sympathetic vibration." This is produced by an ordinary article in the room vibrating in sympathy with some particular tone in the piano. To ascertain the cause of this vibration, the key which seems to produce the difficulty should be struck by one person, and another should go about the room listening carefully, and thus the article which vibrates can be discovered and the cause removed.

Moths.—As moths are apt to destroy the felts and cloths used in the action of an instrument, it is advisable that lumps of camphor be inserted in the instrument as a preventative.

Keys and Action are sometimes found to stick or move sluggishly. This is caused by dampness, chiefly in the summer, when humidity is greatest. This dampness causes the cloths and woods to swell. Sticking or sluggishness from any other cause will probably require the services of a tuner or regulator.

Pedal Squeaking.—When it occurs, remove the bottom panel of the piano and apply a little blacklead, powdered, from a pencil, at the part where the friction exists.

Cleaning the Case is not a difficult matter. Wet a piece of cotton flannel and drop upon



it a few drops of ordinary table (olive) oil, and then rub a small portion of the piano at a time, wiping it off thoroughly with a *dry* piece of canton flannel. Afterwards rub with a soft, clean chamois skin or another piece of clean canton flannel, always taking care to rub with the grain of the wood, and occasionally to breathe on it in order to remove every particle of oily substance. A little flour rubbed with the grain of the wood will effectually remove all greasy matter remaining from the oil. Go over the entire case in this manner. The bluish haze that is often noticed on a polished varnish surface, and which is nothing but the accumulation left by moisture and dust from the atmosphere, will disappear when the oil and water are applied. Use no "furniture" or so-called "piano polishes." The National Piano Manufacturers' Association has issued

a circular on the subject of varnish, which can be obtained from any manufacturer or dealer.

Dusting.—In dusting a piano, it is preferable not to use a cloth, but a soft brush of uncut feathers, such as is ordinarily called a coach brush. The use of a brush in preference to a cloth prevents to a great extent the scratching of the polished surface.

To Prevent Keys from Becoming Discolored.—The ivory keys of a piano become more or less soiled by the hands, and even where the hands are perfectly clean the oil from the fingers in time is apt to discolor them. To clean the ivory keys, which should be done at least once a week when a piano is very much used, employ a soft linen cloth dampened with alcohol, being careful, however, that the alcohol does not touch the polished surface of the instrument.

Directions for Unpacking the Layton Bros. Piano

In most instances it is advisable to do this before carrying piano into the house. Take out small screws from front of case and remove same. Then, with wrench, take out the large square head-bolts in back of box. The piano is now free to be pulled forward out of case, care being taken not to rub either end of piano. If received in cold weather, it is *most important* to cover the piano well with heavy blankets or quilts before taking it into the warm air of the house, and allow it to remain thus (without opening to try it) for about twenty-four hours. The wraps may then be removed. Before using, raise the swing front music-rest forward, and untie the small piece of cotton, which will readily be seen, holding the action in position.

If any moisture is visible on metal parts, follow directions indicated in "Care and Preservation of Piano."



