



Pianos and More...



A Valuable Resource for Piano Purchase and Maintenance

A PUBLICATION OF SILVA PIANO STUDIOS

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Ordering Your Music: Hutchins & Rea

Over the past ten years, we have been customers of Hutchins & Rea Music and we recommend that our students order their music from this store. They are located on Perimeter Park Drive on the top end of I-285 and have the most comprehensive selection of music you can find in the Metro area. They are known nationally and internationally for music orders. Since they specially order and keep on stock various music books that we use exclusively, we suggest you call and order from them. They can also advise you on music selections and editions.

When you call or visit the store, ask for Bill or Roxanne Rea and they will be happy to help. They are both musicians, too! Bill plays the cello and is a successful composer and Roxanne is an accomplished pianist.



Bill and Roxanne Rea at Hutchins & Rea

Store information:

Phone: 770-455-3130

For directions and on line orders: <http://www.hutchinsandrea.com>



FOR TUNING AND MAINTAINING YOUR PIANO AND USED PIANO EVALUATIONS WE RECOMMEND:

CRAIG MILLER, PIANO TECHNICIAN : 770-321-9390

Notes on Technique and a Good Instrument:

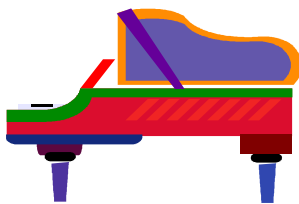


All of our students have experienced and parents' have witnessed a persistent guidance on our part for the development of good technique. The main focus in the beginning is to insist on a balanced hand and finger structure based on logical physics principles. Technique is essential in expressing yourself at the piano with more ease and facility. Good technical habits and awareness of what sound you are producing as a result of your technique is a skill all pianists *must* have. It is really a combination of acute listening with a physical response, mainly, hand-eye coordination. Years of teaching experience have shown us how attention to technique immediately, and at all levels, will save students' time and result in faster progress. The better the technical arsenal you have, the more confident you are and the improvements are immediately evident! Ultimately, the purpose of technique is to effectively serve the musical ideas and emotions you wish to communicate.

It became evident to us that students will have a tendency to continue their studies if they have a good instrument. An inexpensive keyboard, spinet or console size piano might be fine for the first year, but failure to replace these instruments thereafter will likely result in disinterest on the part of the student, as technique and musicianship are not developed and rewarded sufficiently for his or her efforts. It is our recommendation to wait until it is possible to purchase a quality instrument rather than to compromise.

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Bottom Line for a Piano Purchase: **Our View**

(Remember: U-B-B-E-T!)

- **You get what you pay for.** There is not much to think about here. A piano is a personal and financial investment. It will reap both artistic and monetary rewards in the future. A cheap piano will prove to be a disappointment in both areas.
- **Bigger is better.** If you have a choice in choosing a larger piano, it is worth the extra inches. The longer the strings, the more satisfying the sound. A good upright is usually better than a baby grand. (Yes, the strings are longer!)
- **Beware of the model.** Yamaha, Kawai, Steinway, Schimmel, Estonia, Mason & Hamlin: all good brand names. Choose the model carefully (refer to our list). Some major brands also built cheaper models with different names built in the far east. Stay away from them! It is a jungle, so please double check with us if necessary.
- **Educate yourself: don't hurry.** Visit the stores and meet the contacts we recommend. **Make an appointment** and spend time at each store, try all the pianos you can, ask questions and take notes about price and quality.
- **Tell them the Silvas sent you.** Let the store owners know where you are coming from. Bring a copy of this newsletter if necessary. They know who we are, that we know what they have and what our bottom line is for our students. They will be more likely to steer you in the right direction and give you a better deal. If you have questions, call us!

Upright or Grand?



*FOR MOVING PIANOS, WE RECOMMEND
SOUTHEASTERN PIANO MOVERS!*

*CALL GARY FARLER AT: 404-351-5891
CELL: 404-457-1591*



Visit Piano Works!

Located in Duluth, it is worth the drive!! You will be impressed with variety to choose from, and with the quality of both their new and used pianos. The store is owned by Don Bennett who comes from a piano technician background, so he really knows pianos and will be able to answer any question you have about how pianos work and the differences between models and brands. He is a wealth of information and we highly recommend a visit to his showroom. He will be glad to make an appointment with you.

Store information:

Call Don Bennett at 770-623-0683.

Website for directions and sales:

<http://www.pianoworks.com>

Piano Works



Don Bennett, owner, with his son at the store

Pianos we saw and recommend at Piano Works:



We saw a number of these excellent used upright pianos. They are Yamaha U-1 models 48 inches high. ranging from years 1982 -1989 and prices from about \$3550 to \$3700.

We also saw two Yamaha U-3 models, year 1978, similar to the U-1's measuring 52 inches in height. They were priced at \$3200 and \$3300.

The Yamaha U series are excellent workhorses and the uprights are easier to locate into smaller rooms. The new U-1 pianos are expensive, around \$8500.



Pictured on the left is a used Kawai RX-2 in pretty good shape, 5'10" from 1998 for around \$12,000, a good bargain.



Pianos we saw and recommend at PianoWorks: continued



Used Yamaha C-3 6'1, 1995 \$14,500



New Estonia's 5'6 \$19,500 // 6'3 \$24,780



A New Estonia wood finish \$28,000



New Schimmel Pianos Below:

USED STEINWAY, MODEL O
(NOT PICTURED)
5'9 \$29,900



The new Schimmels are a dream to play...



5'7 \$27,000 / 6'3 \$31,000 / 7'0 \$34,000



Visit Southern Keyboards!

Southern Keyboards
 I-75 at Windy Hill Road
 1898 Leland Drive • Marietta, GA • 770-953-0938
 Customer Service: 770-953-1060
 sales@southernkeyboards.com

KAWAI




Silas Lyon owner, at Southern Keyboards

Southern Keyboards is in Marietta off Windy Hill exit. We have known Silas for over 10 years now and he graciously supplied a wonderful Kawai 9 foot piano for Francisco's Beethoven Cycle in 2001. He carries many beautiful and reliable Kawai pianos.

To make an appointment with Silas Lyon, call 770-953-0938.

Website for directions:

<http://www.southernkeyboards.com>

Pictured on the right are sturdy Kawai uprights that students may consider. They are the K-18 (45" tall) and K-25 (48") models ranging from \$4000 - \$5000.



Pianos we saw and recommend at Southern Keyboards

Note: Please, do not purchase electric pianos unless it's a companion to your acoustic!



The first two grand pianos pictured on the left are the Kawai RX-2 and RX-3 Models.

The new RX-2 is 5'10, around \$17-\$18,000.

The new RX-3 is 6'1, around \$23-24,000.



A GEM! YOU MUST SEE THIS!

USED BALDWIN, 2001

6'3 AROUND \$20,000

**IN GREAT SHAPE: MAINTAINED BY TWO
LEADING TECHNICIANS IN THE METRO
AREA!**



Visit England Pianos!

ENGLAND PIANO

METRO ATLANTA'S PIANO SHOWCASE



England Pianos is located on the top end of town off 285 and 85. They have a huge showroom and are the Yamaha dealers. We recommend purchasing only the U-1 uprights and the larger size grand pianos, 5'8 and above. Our point of contact at the large showroom is Morris Smith. You may make an appointment with him at 770-451-1725.

Website for directions:

<http://www.englishpiano.com>

You may contact Mike Kleparek or George Martin at the smaller Marietta store located on Highway 41. Again, focus on the U-1 uprights or the larger grands.

Marietta store: 770-984-1124.



Morris Smith at the England Piano showroom

Synopsis from England Piano Store:

New U-1's: about \$7-8,500

C-2's (5'8) Grands: about \$22-28,000

C-3 Grands: \$32-39,000

CHECK OUT THE ENGLAND PIANO WEBSITE : IT'S EXCELLENT!

LOOK AT THE PROFESSIONAL UPRIGHTS AND THE GRAND PIANOS SIZES AND INFORMATION. YOU WILL HAVE TO CALL FOR PRICES...

<http://www.englishpiano.com>

THIS WEBSITE IS LOADED WITH USEFUL INFORMATION!

Feel free to call us if you are deciding on a new piano! There are also other places to look for pianos: Cooper Music, Piano Gallery and other stores. We will continue to visit them and research what is available on the market and expand our report in the next "Pianos and More..." newsletter!



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