

TWENTIETH CENTURY CATALOGUE.



THE  
**CORNISH**  
HIGH GRADE  
**AMERICAN**  
**PIANOS AND ORGANS.**

ESTABLISHED OVER HALF A CENTURY.

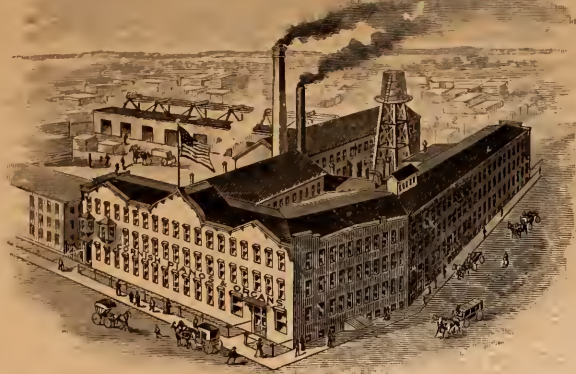
WASHINGTON,

NEW JERSEY, U.S.A.





1872  
ML652  
C&I  
T.C.



FACTORIES, OFFICES AND LUMBER YARDS AT WASHINGTON, N. J.  
CAPACITY: 18,000 PIANOS AND ORGANS PER ANNUM.  
Always open to visitors and purchasers. On main line of D., L. & W. Ry.,  
66 miles from New York and 80 miles from Philadelphia.

# The Cornish AMERICAN PIANOS & ORGANS

GENERAL  
CATALOGUE

OUR ONLY SALESMAN GOES EVERYWHERE TELLS  
A STRAIGHT STORY CAN BE IMPLICITLY RELIED UPON  
WILL AID YOU IN YOUR CHOICE AND WILL SHOW YOU HOW  
YOU CAN PURCHASE A THOROUGHLY FIRST-CLASS, HIGH GRADE PIANO  
OR ORGAN AT FACTORY COST, GIVING YOU EXACT VALUE FOR EVERY CENT YOU INVEST.



WE have thought it desirable, in honor of the commencement of the new century and in commemoration of over fifty years of business life spent in the manufacture of pianos and organs, to issue a new catalogue. It has been carefully prepared, designed and executed with a view of giving the most comprehensive information as to the manufacture of the Cornish American Pianos and Organs.

Some familiar styles have been retained, but most of them are new, and represent what we believe to be the finest collection of high-grade pianos and organs manufactured in this country.

The Cornish American Pianos and Organs are made by the most skilled workmen, from the finest material, and in one of the largest and best-equipped factories in the world.

The Cornish method or plan of business is now so well known that it is not necessary to explain it at any length; suffice it to say, that **every piano and organ is made and sold upon honor.**

**Every piano and organ** is warranted for a period of twenty-five years, under our personal guarantee, and such guarantee is backed up by plant and property worth over one million dollars.

**Every piano and organ** is shipped on the distinct understanding that if it is not satisfactory to the purchaser after 30 days' trial it may be returned, and the purchase money and freight charges will be immediately refunded; and, furthermore, if after one year's use the instrument proves to be not as represented, we will take it back and refund the cost and freight charges with six per cent. interest.

And last, but not least, **every Cornish American Piano and Organ** is sold direct from our factory to the ultimate purchaser, without the intervention of the agent, the dealer or the middleman, thus enabling us to sell at **wholesale cost.** The only profit added to the actual cost of construction is our own, and that is a small

one. It is the enormous number of pianos and organs we sell every year that enables us to keep the prices so low and to give such value for money that every instrument we sell is almost a **gift at the price.**

As far as we know, there is no other firm of manufacturers of high-grade pianos and organs who sell their goods **exclusively** to the general public at factory cost. It is possible, of course, to buy a piano or organ **direct** from any firm of piano and organ makers; but as, in every other case, agents and dealers have to be protected, the lowest factory cost can **never be quoted.** Our success has bred imitators, who have taken advantage of the prosperity and popularity enjoyed by us to tread in our footsteps as near as possible, but there is **no firm that transacts its business upon the same lines as ourselves.**

Our remarkable business, which is certainly unique of its kind, has spread to the very ends of the earth. Our foreign trade, which began in a very small way about a quarter of a century ago, now covers nearly every civilized country in the world—from frozen Iceland to the torrid West Indies, West Africa, South Africa, East Africa, the Empire of India, all the old-world continental countries, everywhere in the vast British Empire including the great new Commonwealth of Australasia. In fact, we cannot think of any place where sales of the Cornish Pianos and Organs have not been made; whilst in our own wonderful country we have hosts of purchasers and friends in every State in the Union.

To sum up our case, we make this statement, which we know will appeal at once to the good sense of every intending purchaser of a piano or organ: **If you want the best possible value for the least possible outlay** you will patronize us, and we give you our iron-clad guarantee that you will be in **every respect perfectly satisfied.**



# FREIGHT RATES.

**Cost of Shipping the Cornish American Pianos and Organs to All Parts of the United States and Canada. Rates to any place in the World Furnished upon Application.**

**H**erewith we present tables, carefully prepared, giving information as to the cost of shipping our instruments to all parts of the country. It is, of course, hardly necessary for us to say that **we do not pay freight charges** unless we are allowed to add the cost of so doing to the price of the instrument; it would be impossible to include in the **factory cost of the piano or organ** such a **variable item as freight**, which costs **from \$1.00 upwards**. All such charges are **paid by purchaser** and form **no portion of the price of the instrument**. Some firms advertise that they prepay freight, and agents and dealers tell you that if you buy from them you have no freight to pay; but, think a moment, **somebody must pay it**, goods are not delivered free by the R. R. and Steamship Companies. The fact is, the **purchaser always pays**, directly, as in our case, or indirectly, in the price of the instrument.

Now, our plan is to sell the piano or organ at factory cost, and let the purchaser pay the **exact freight** and no more, and our plan is the only honest method and must commend itself to any intending purchaser.

**We REFUND all freight charges paid if an instrument is returned to us as being not as represented.** We guarantee safe delivery, but we do not guarantee that the rates given herewith are exactly correct; we have used all possible means at our disposal to give a **fair average cost of sending a piano or organ to the points named.**

**By special arrangement with us, freight will be prepaid if the average amount herein named is added to the price of the instrument purchased; but, as we get through rates wherever possible and take the greatest care that every cent is saved by selecting best and cheapest routes, there is no advantage to customers in paying freight at this end** because in most cases the freight will be less than the amounts here given.

☛ We Ship Everywhere. ☛

**Average Cost of Freight on Pianos and Organs to the Different States in the Union and Canada.**

To	Average cost of Piano, weight boxed 1000 lbs.	Average cost of Organ, weight boxed 400 to 500 lbs. according to size	To	Average cost of Piano, weight boxed 1000 lbs.	Average cost of Organ, weight boxed 400 to 500 lbs. according to size
Alabama .....	\$11 00	\$ 5 00	New Mexico .....	\$24 00	\$11 00
Alaska .....	—	—	New York .....	3 00	1 25
Arizona .....	36 00	16 00	North Carolina .....	9 00	4 00
Arkansas .....	10 00	4 00	Ohio .....	5 00	2 00
California .....	27 00	12 00	Oregon .....	27 00	12 00
Colorado .....	24 00	11 00	Pennsylvania .....	4 00	1 75
Connecticut .....	4 00	2 00	Rhode Island .....	4 50	2 00
Dakota, N .....	14 00	6 00	South Carolina .....	10 00	4 50
Dakota, S .....	14 00	6 00	Tennessee .....	10 00	4 50
Delaware .....	3 50	1 50	Texas .....	14 00	6 00
District of Columbia .....	3 50	1 50	Utah .....	30 00	14 00
Florida .....	13 00	5 50	Vermont .....	6 00	2 50
Georgia .....	11 00	5 00	Virginia .....	6 00	2 50
Idaho .....	27 00	12 00	Washington .....	27 00	12 00
Illinois .....	7 00	3 00	West Virginia .....	6 00	2 50
Indiana .....	6 00	2 50	Wisconsin .....	11 00	5 00
Indian Territory .....	16 00	7 00	Wyoming .....	30 00	14 00
Iowa .....	11 00	5 00			
Kansas .....	14 00	6 00			
Kentucky .....	7 00	3 00			
Louisiana .....	11 00	5 00			
Maine .....	5 00	2 00			
Maryland .....	3 00	1 50			
Massachusetts .....	4 00	2 00			
Michigan .....	7 00	3 00			
Minnesota .....	12 00	5 50			
Mississippi .....	13 00	6 00			
Missouri .....	10 50	5 00			
Montana .....	25 00	11 00			
Nebraska .....	15 00	6 50			
Nevada .....	27 00	12 00			
New Hampshire .....	5 00	2 50			
New Jersey .....	2 00	90			

## CANADA

All Pianos and Organs shipped from the United States into Canada are subject to an import duty of thirty per cent. For instance, the duty upon an organ costing \$35 would be \$10.50, or a piano costing \$155.00, \$46.50. Freight averages from \$5 to \$8 on organs and from \$12 to \$25 on pianos. In spite of this duty, however, the Cornish American Pianos and Organs can be imported and sold to far better advantage than those of any Canadian manufacturer.

**CORNISH CO., (Established) Washington, New Jersey, U. S. A.**

**We Now Proceed to Give a few  
Plain Directions to Purchasers**

**E**xamine the catalogue carefully and make choice of an instrument; note that the price at which the instrument can be purchased is marked in plain figures; the figures represent the **exact factory cost** of the **piano or organ, plus only our own small profit.**

Do not, under any circumstances, purchase an instrument from an agent, dealer or music store, or from manufacturers who employ the services of agents, and who sell their instruments at wholesale prices to dealers and others; if you do this you will be paying two, three or four profits in excess of the factory cost. The profits would range from \$25 to \$75 on an organ, and from \$100 to \$250 on a piano, and these profits would come out of YOUR pocket.

You will have gathered, by reading the introduction to this catalogue, exactly what our plan of business is, and you will see clearly that if you want to obtain a first-class piano or organ at its cost of production, plus one small profit for ourselves, **you will place your order with us.**

Having selected an instrument from our catalogue, use the printed order form that is supplied for the convenience of our patrons, and complete it in accordance with the instructions given on the form. If you send us cash with your order no reference is necessary. If you deposit the purchase money with a **banker, merchant, express agent or postmaster, letting the person with whom you deposit the money sign the receipt at the foot of the order form, no reference is necessary; but if you desire the instrument sent on approval before paying for it, or if you wish to purchase upon an installment plan, be careful to send us the usual references.** It will be sufficient if your banker, clergyman, postmaster or some well-known merchant certifies on the order form to your general standing and responsibility. This will save any delay in the filling of your order.

Every instrument sold by us is shipped on approval and subject to a fair trial of 30 days. If, at the expiration of the trial, the piano or organ is not satisfactory, we will take it back and refund all freight charges, and return any money that may have been paid in advance; and further, if after 12 months' use the piano or organ is proved to be not as represented, we will take it back and refund the purchase money and all expenses, and add six per cent. interest. The purchaser runs no risk, we assume all responsibility. We guarantee safe delivery at nearest depot.

Of course, we do not pay freight charges. Such expense, which varies according to the distance that the purchaser lives from our factory, cannot be included in the wholesale factory cost of a piano or organ, but we will furnish lowest freight rates to any given point, on application. We ship by the best and cheapest

routes, and we guarantee safe delivery. We will, however, prepay freight, if the extra amount is added to the purchase money of the instrument ordered.

Distance is no object to us; we can ship anywhere and everywhere; our facilities for freighting and shipping are unequalled, and we can get a piano or an organ to the most remote part of the country or of the world with as little trouble as we can ship to the next State.

**IMPORTANT  
PROOF AS TO OUR ABSOLUTE FINANCIAL  
RESPONSIBILITY.**

To remove any question as to our financial standing, or our position as reputable manufacturers whose every statement may be implicitly relied upon, we print herewith a letter from the First National Bank of Washington, New Jersey, one of the strongest and best known financial institutions in the State. We take pleasure in referring, by special permission, to this bank. (If you wish to communicate with them concerning us, be sure and enclose a stamped envelope for reply.) We want you to have the same feeling of security in sending money to us that you would if you were depositing it in the oldest savings bank in your own State. We would prefer to have you make inquiry concerning us before sending your order, as perfect confidence is essential to pleasant business relations. References can be made to your bank or to any bank in the country. Our ratings with the Commercial Agencies are the highest possible, and we also refer with pride and pleasure to the hundreds of thousands of satisfied purchasers who for the last half century have been singing the praises of the Cornish American Pianos and Organs. See our reference book, the "Heart of the People." We can also furnish lists of purchasers from any State in the Union and nearly every Country in the World.

\* \* \* \* \*

**THE FIRST NATIONAL BANK OF WASHINGTON.**

CAPITAL STOCK, \$100,000. SURPLUS, \$100,000.

JOSEPH B. CORNISH, PRESIDENT.

W. S. RITTENHOUSE, CASHIER.

WASHINGTON, N. J., Dec. 31, 1898.

To Whom It May Concern :

The members of the firm of Cornish Co. are personally known to us.

The firm has kept a very desirable account with us many years, and during that time we have done a very large and ever-increasing business with them.

They are owners of one of the best-equipped factories in the State of New Jersey, employ hundreds of skilled workmen, and are engaged exclusively in the manufacture of pianos and organs.

It is needless to say that such a firm is in every respect entirely responsible, and we have full confidence in any representations they may make.

W. S. RITTENHOUSE, CASHIER.

\* \* \* \* \*

**H**OW TO REMIT. Send money by **Check, Draft, P. O. Money Order, Express Order, Express Prepaid, or Registered Letter.** Make all Orders, Checks or Drafts payable to **Cornish Co., Washington, New Jersey.** You take no possible risk. We are absolutely responsible.    ♪    ♪    ♪    ♪    ♪



# The CORNISH PIANO

**W**hen we advertise the CORNISH AMERICAN PIANO to be equal to any first-class high-grade piano manufactured in this country, and a great deal better than the majority of them, we are only stating what we believe to be an actual fact, that can be demonstrated and proved at any time, by any person or persons who understand anything at all of the make-up, construction, durability and tonal qualities of that prince of all instruments—the **American Upright Grand Piano**. We believe that the Cornish Piano is eminently fitted to adorn a palace, to be used in any institution, school, concert hall, and at the same time to be the best and most fitting instrument for general home use. The instruments described and pictured on the following pages are the newest styles of Cornish American Pianos, and it is unnecessary for us to say that they are replete with all the latest improvements possible, and that they represent everything that is absolutely perfect in the American Piano as built to-day by reputable manufacturers.

The first requisite in a piano is that it shall have a **perfect tone**—pure, sweet, rich and powerful, and clear and free from any harsh or disagreeable effects. These qualities we claim to be present in the Cornish Piano; the tone of the instrument is as clear as that of a silver bell and its singing qualities are unexcelled. There is no weakness or unevenness in the tone, no matter how heavily the piano is played upon. The different registers harmonize and blend perfectly, and **the tone** of the Cornish Piano is always clear, distinct and rich all through the scale.



of the Cornish Piano is a perfect double lever, grand repeating action, constructed of the very finest possible material, and regulated by patent brass capstan screws which connect the action with the keys. So perfectly are the different parts of

this action made and put together that there is no possibility of any parts of the action becoming loose and rattling. The keys are balanced so exactly that **the touch**—one of the most important features of a piano—is light and easy, and **all effects are instantaneously produced**. In fact, there is no **better action used in any piano made in this country**.

## The Scale

upon which really depends the purity of the tone, is the result of many years' patient study and experimenting, and is mathematically, scientifically and musically correct. The laws of acoustics and vibration have been faithfully followed and the result is a successful one. **We believe it to be one of the best in existence**. We have no space, and it would only confuse the mind of the average piano purchaser, to dwell at any further length upon the many different parts that go to make up the upright grand piano. As we have said before, the

finest possible material is used, the pianos are built by the most skilled workmen, and the greatest care and supervision are exercised to the end that every Cornish Piano shall be a perfect instrument of its kind.

Suffice it to say, in concluding this description of the general make-up of the Cornish Piano, that the cases are built up of the finest seasoned wood, and the wrest plank or pin block, to which the full iron frame is bolted, is constructed of a series of the finest and hardest quarter-sawed white maple veneers obtainable, the grain of each layer running in a different direction.

The whole is bolted and glued together, and so built up that it cannot warp or split, swell or shrink. The tuning pins, which are inserted into this solid mass through the holes in the iron frame, are held firmer than with any other method, and consequently the piano will remain longer in tune. In our more expensive pianos, the cases are double veneered inside and out with the finest natural wood veneers, either French burl walnut, English quartered oak, figured mahogany, Hungarian ash, or rosewood. These veneers are cross-banded, that is to say, they are placed so that the grain of each one runs in a different direction from the one next to it. The veneers are solidly glued to each other and to the inner foundation of the case, making them into **one** solid piece, but with the strength of **five thicknesses**. This prevents any possibility of warping or splitting. Each case receives seven coats of varnish; each coat is allowed to dry and sink into the wood, to give it a lasting finish. The varnish used is transparent, and is rubbed to a perfectly even surface and hand-polished, so that the beautiful grain of the wood shows as plainly as if seen through a sheet of glass. The greatest of care is taken with the finishing of the cases, so that the finish will remain permanent, and will not check if proper care is taken of the piano.

In conclusion, we may mention that every Cornish American Piano is fitted with our New Instrumental Attachment. **This is our own patent; it cannot be had in any other piano**, and it is, in our opinion, and in the opinion of a number of experts, **the simplest, the most durable** and the most **effective** of any attachment of its kind used in this country. By means of it nearly every known stringed instrument can be imitated, including the harp, banjo, zither, guitar, mandolin, autoharp, dulcimer, etc. It is brought into use by simply pressing the third pedal, and it is controlled entirely at the will of the performer. It occupies a very small space in the piano case, it does not interfere in any way with the working of the action, and it is in every respect a valuable adjunct to the scope of the upright grand piano, that will be appreciated by every lover of music. The Cornish American Piano is also fitted with the Practice Clavier, brought into use by the second pedal, which causes a curtain of the finest felt to slide between the hammers and the keys, enabling the

most crude performer to practice without any possible damage to the instrument and without the sound being heard outside of the room in which the piano is played.

It should be carefully noted by intending purchasers, that the **Cornish American Piano** possesses **all the following inventions and improvements**:

Full metal frame, grand repeating action,  
grand scale, three strings to each note ex-  
cept the wound bass strings. Special  
solidity of construction in case and wrest  
plank. Noiseless direct-motion metal pedal  
action. Four pedals to each piano. Practice  
clavier. Instrumental attachment. Noise-  
less duet music desk and noiseless revolv-  
ing name board.

We make our pianos in four heights or sizes: Four feet four, four feet six, four feet eight and four feet ten. Style No. 5,000, described on page 7, is made in rosewood finish only. The cases of all other styles are **double veneered** with the **natural woods**. The keys are ivory and ebony, and the pianos are **all full size, seven and one-third octaves**, and we guarantee them to be exactly as described in every respect.

Any further particulars, down to the minutest detail, will be cheerfully furnished by the manufacturers, upon application. Intending purchasers who live within a reasonable distance of our factories are cordially invited to make a personal selection of a piano. They will be heartily welcomed and entertained whilst visiting us, and can witness the manufacture of pianos and organs from the cutting of the rough lumber as it comes from the enormous dry kilns to the final tuning and polishing of the finished instrument. We have nothing to hide; our methods, our process and everything in connection with the manufacture and sale of the Cornish American Pianos and Organs are public property, and, as we said before, **visitors are always welcome**.



## Description of Stops and Their Action upon the Reeds.—Continued.

<p>14. <b>Vox Humana</b> . . . . . { Causes a fan-like apparatus to revolve, producing a tremulant expression, perfectly imitating the timbre of the human voice.</p> <p>15. <b>Orchestral Forte</b> . . . . . { Increases power of the reeds drawn by stops imitating the orchestral instrument.</p>	<p>16. <b>Diapason Forte</b> . . . . . { Increases power of the reeds drawn by stops imitating the reed instruments and the pipe organ.</p> <p>17. <b>Bass Coupler</b> . . . . . { Couples all the Bass Octaves below 2d F.</p> <p>18. <b>Treble Coupler</b> . . . . . { Couples all the Treble Octaves above 2d F.</p>	<p><b>Right Knee Swell</b> . . . . . { Opens all the Forte Swells, increasing to its full extent the sound of any combination in use.</p> <p><b>Left Knee Swell</b> . . . . . { Grand Organ Swell. Puts on at once the full reed power of the whole organ and also both Octave Couplers.</p>
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**THE BELLOWS** used with this and in all our actions of whatever size are the finest and the most powerful possible to construct. The lumber is highly seasoned, the silk rubber cloth is extra heavy and the bellows will not leak. An automatic air valve relieves all surplus pressure, so that the bellows cannot be overstrained; they are self-regulating. The pedal straps are ingeniously fixed by a patent contrivance that will not wear and positively prevents breakage.

**THE TONE** of this action, that all-important quality, is simply super-excellent in every respect. The rich volume of sound produced is almost beyond description. In the hands of a skilled organist, the most wonderful pipe organ and orchestral effects can be beautifully imitated. The voicing and peculiar arrangement of the reeds, and the careful attention to tuning and regulating, have enabled us to place before our friends and the general public a combination action that we, after half a century's experience, can pronounce to be without equal.

**THE OCTAVE COUPLER** used in all the Cornish Organs is made of the best double coppered steel. Couples three octaves of keys in the treble and two in the bass, thus entirely doubling the power of the instrument.

A card containing a *complete description* of the *effects* produced by *these different combinations* is sent with *every organ* that is fitted with *this action*, or will be *mailed free to anyone on request*.

## HOW TO USE THE STOPS.

Here then, in brief, are a few directions how to use the stops in this wonderful Orchestral Action, to produce the following perfect musical combinations :

**First Combination**—Draw *Piano and Echo*. This produces a subdued, dreamy and enchanting tone, soft and sweet as that of an Æolian harp.

**Second Combination**—Draw *Melodia, Diapason and Diapason Forte*. This gives a full, round, harmonious tone, resembling Open Diapason of Pipe Organ, and is well suited for sacred music and as a vocal accompaniment.

**Third Combination**—Draw *Diapason, Melodia, Viola and Celeste*. This is unquestionably the best combination ever produced, and cannot be imitated on any other organ. It is characterized by the most heavenly sweetness, brilliancy and power.

**Fourth Combination**—Draw *Diapason, Melodia, Viola, Celeste and Treb. Coupler*. This combination possesses all the musical qualities of the third combination, with greater fullness, volume and power.

**Fifth Combination**—CLARINET SOLO: Draw *Principal, Viola, Vox Humana, Clarinet and Orchestral Forte*. The effect of this combination can be varied by playing one octave higher, which will give a deep, sonorous tone characteristic of the Clarinet, and has a very pleasing effect.

**Sixth Combination**—Draw *Principal, Echo, Treb. Coupler and Piccolo*. This gives a very brilliant, clear and sweet tone, which is much admired. The effect can be varied by playing one octave higher, which resembles changing from the lower to upper manual of a double bank organ, and produces an exceedingly brilliant, inspiring effect.

**Seventh Combination**—FLUTE SOLO: Draw *Principal, Echo, Treb. Coupler and Flute*. This produces a remarkably pure, sweet, sympathetic and brilliant tone in imitation of the flute, that is very fascinating.

**Eighth Combination**—Draw *Diapason, Melodia, Treb. Coupler and Sub-Bass*. This produces a very sweet, sympathetic and harmonious tone, combined with volume and power, and makes the most adaptable combination for the proper rendition of sacred music ever produced, and will be found a valuable accompaniment to singing.

**Ninth Combination**—Draw *Principal, Viola, Orchestral Forte, Celeste and Vox Humana*. This is beyond question one of the most beautiful combinations ever conceived. The delicate sweetness of Viola and Celeste blends with the soft, tremulant wave of the Vox Humana, producing sympathetic sweetness and harmony, with charming effect, and it is a perfect imitation of the human voice.

**Tenth Combination**—Draw *Diapason, Melodia, Treb. Coupler and Principal*. This produces a powerful, deep, mellow, smooth tone which blends admirably with the most delicate intonations of the human voice and is consequently an excellent vocal accompaniment. This combination will be found well adapted to sacred music.

**Eleventh Combination**—Draw *Diapason, Bass Coupler, Melodia, Celeste, Treb. Coupler, Hautboy and Clarinet*. This combination is characterized by sweetness and brilliancy of tone, combined with great power and volume, and will be found useful as an accompaniment to a quartette of voices.

**Twelfth Combination**—VIOLINA SOLO: Draw *Principal, Celeste, Violina, Treb. Coupler and Piccolo*. This produces a quality of tone in imitation of the violin, and is sweet, brilliant and very expressive.

**Thirteenth Combination**—Draw *Sub-Bass, Piano, Viola, Hautboy, Violina, Celeste, Flute, Treb. Coupler, Clarinet and Piccolo*. This combination is well adapted for quick music, such as quadrilles, waltzes, polkas, and all kinds of dances, and possesses great power, volume, variety and brilliancy, and has a lively, elevating, sprightly and inspiring effect.

**Fourteenth Combination**—Draw *Hautboy, Violina, Flute, Treb. Coupler and Clarinet*. This produces a quality of tone in imitation of a French Horn, and has a sweet, sympathetic, distant echo effect, soothing and enchanting.

**Fifteenth Combination**—Draw *Sub-Bass, Piano, Melodia, Viola, Flute, Principal, Treb. Coupler, Clarinet and Piccolo*. This combination produces a loud, full and brilliant tone, and is used chiefly in playing voluntaries, for which it is well adapted.

**Sixteenth Combination**—Draw *Sub-Bass, Diapason, Melodia, Celeste, Treb. Coupler and Viola*. The tone of this combination is of exceeding richness, depth and power, joined to the most exquisite purity and sweetness, and so nearly resembles the tone of a pipe organ as to completely deceive the listener.

**Seventeenth Combination**—Draw *Sub-Bass, Bass Coupler, Diapason, Viola, Echo, Flute, Treb. Coupler, Piccolo, Clarinet and Or. Forte*. This combination is adapted to heavy, quick music. The tone is well balanced, and of great volume and variety, and makes an excellent chorus accompaniment.

**Eighteenth Combination**—Draw all stops *except Vox Humana*. This throws on the full power of the instrument in a grand burst of harmony, equal to a full orchestra. In playing with this combination, the performer should blow fast and with full stroke of the pedal.

It should be borne in mind that with any combination the full power of the organ can be instantly thrown on by the simultaneous use of both knee swells.

**NOTE**—The foregoing are merely a few of the principal and most admired combinations that can be found, and by no means exhaust them; their number is, in fact, unlimited. By practice and study performers can evolve new and beautiful combinations. *It should be borne in mind that these combinations and musical effects are produced by the use of only 18 stops, which is the largest number of stops that can be put on a single manual organ without attaching dummies.*



# THE CORNISCIAN

1902 1903  
MODEL  
STYLE NO.  
46,000

## MULTITONE ORCHESTRAL REED ORGAN

Most Perfect Single-Manual Reed Organ Ever Introduced

Specialy Invented, Designed and Built for  
Auditoriums, Churches, Schools, Academies of  
Music, and for Professional and Private Use.

### DIMENSIONS.

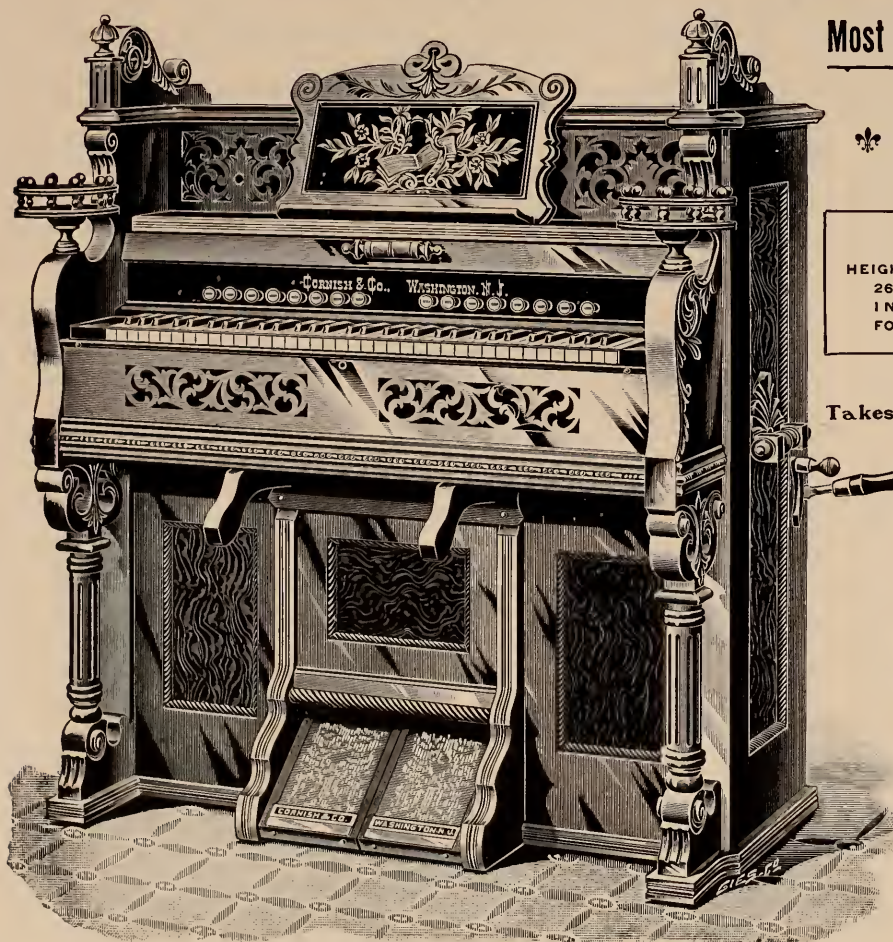
HEIGHT, 65½ INCHES. WIDTH,  
26½ INCHES. LENGTH, 50  
INCHES. WEIGHT, BOXED  
FOR SHIPMENT, 425 LBS.

IN SOLID BLACK WALNUT OR  
QUARTERED OAK. COMPLETE  
WITH ELEGANT SOLID-WOOD  
CIRCULAR-SEATED STOOL OR  
ORGAN BENCH. CASE FIN-  
ISHED FRONT AND BACK.

Hand Pumping Apparatus Attached.

Takes the place, as nearly as possible, of the Pipe Organ,  
and is of unusual scope and power.

FULLY DESCRIBED ON OPPOSITE PAGE.



FRONT VIEW OF STYLE NO. 46,000, "CORNISCIAN."



BACK VIEW, SHOWING DOUBLE FINISH.

THIS MAGNIFICENT INSTRUMENT  
IS A PERFECT TRIUMPH OF SKILLED WORKMANSHIP  
IT IS WITHOUT A RIVAL . . . BUILT TO WITHSTAND ALL  
CLIMATIC EXTREMES . . . STANDARD OF EXCELLENCE  
FULLY WARRANTED FOR 25 YEARS



# FULL DESCRIPTION OF THE CORNISH CORNISCIAN ORGAN.

(SEE ILLUSTRATIONS ON OPPOSITE PAGE.)

## Three Hundred and Fifty-Three (353) Orchestral Multitoned Reeds,

SPECIALLY VOICED AND DOUBLE RIVETED, AND DIVIDED INTO  
ELEVEN COMPLETE SETS, AS FOLLOWS:

DIAPASON	24 reeds,	8-foot tone	-	-	-	-	Rich, mellow, smooth.
TRUMPET	24	" 8	"	"	-	-	Imitating the actual instrument.
PRINCIPAL	24	" 4	"	"	-	-	Round, full, pipe-like.
HAUTBOY	24	" 4	"	"	-	-	Voiced to imitate the actual instrument.
BOURDON BASS	24	" 16	"	"	-	-	Large and powerful.
MELODIA	44	" 8	"	"	-	-	Exquisitely pure and sweet.
CORNOPEAN	44	" 8	"	"	-	-	Brilliant, penetrating and very effective.
FLUTE	44	" 4	"	"	-	-	Clear and thrilling; a perfect imitation.
AEOLINE	44	" 8	"	"	-	-	Very string-like. Solo stop.
CLARIONET	33	" 16	"	"	-	-	Deep, sonorous, mellow.
SAXAPHONE	13	" 16	"	"	-	-	Characteristic of the actual instrument.
SUB-BASS	13	" 16	"	"	-	-	Deep and powerful pedal effect.

### Full Size, Five and One-Half Octaves. Special Compass, Scale F to C.

TREBLE AND BASS COUPLERS. WITH AUXILIARY HAND PUMPING APPARATUS, COMPLETE WITH AUTOMATIC AIR INDICATOR.

This Beautiful Action is Entirely Controlled by the Use of 16  
Necessary Stops and 2 Knee Swells.

#### NAMES OF STOPS:

Bass Coupler.	Diapason.	Principal.	Hautboy.
Bourdon Bass.	Trumpet.	Saxophone.	
Diapason Forte.	Treble Coupler.	Melodia.	
Cornocean.	Flute.	Vox Humana.	
Sub-Bass.	Aeoline.	Clarionet.	

This action cannot be supplied with any other case.

**T**HIS ACTION is altogether the finest that we have ever constructed, and has been built by us to meet the demand, on the part of a very large number of our patrons, for an organ that shall be suitable for use in music rooms, auditoriums and chapels. Our aim has been to build an action rich and full in tone and expression. It is not a **loud-voiced** action, for leading a very large audience in singing; it is a comprehensive action that a musician will appreciate and enjoy, and it will enable him to realize accurately the works of the great maestros. It is made of the very finest black walnut or quartered oak, and is finished front and back so that it may be used in any position. By the arrangement of the elegant fretwork panels at the front and back of the organ, the tone can be regulated from P. P. to F. F.

The interior mechanism of the action has proven to be most successful, and the purity and volume of tone that can be produced under proper manipu-

lation will be a surprise and a delight to all musicians; yet there is nothing complex in the construction of this instrument. It is operated just as easily as any other action, and the **auxiliary pumping apparatus** need only be used when the organ is played by a lady or someone with not quite the ordinary strength to bring out the full power of the action by the use of the pedals. The hand pumper is, of course, in such case, manipulated by a second person. The automatic indicator prevents any overblowing. When it is necessary to utilize the hand pumping apparatus, it is brought into use by the pressing down of the smaller attachment, as shown on the illustration, which fastens by a button and connects the pumping handle. This handle is taken out altogether when not in use.

The full power of the organ is readily sustained by the use of the pedals with comparatively little exertion. Each set of reeds is distinct, and at the same time is susceptible of combinations which enable the player to produce orchestral effects which are perfect in every respect. With the exception of Vox Humana, Forte and Coupler, each stop operates a different set of reeds, and an endless number of combinations can be obtained.

In conclusion, it is hardly necessary to say that everything in connection with this organ is made of the finest possible material, by our most experienced workmen. No better organ **can** be built, and we are confident that it will sustain, wherever it is used, the superiority of the CORNISH AMERICAN REED ORGAN over all others.

#### THE FACTORY PRICE

of this **\$125.00**  
instrument is

Cash After 30 Days' Trial

**OR** if advantage is taken of the popular Cornish Plan of CASH IN ADVANCE, thus avoiding the necessity of references, and securing immediate shipment and a special discount, we will accept

**\$118.00** Cash  
with  
Order

— SEE PAGE 1. —

**Easy Payment Plan.** You can buy this instrument on any other plan of payment in reason, that better suits your convenience; we will take monthly, quarterly, half yearly or yearly installments, the price of the instrument being increased in proportion to amount paid down and the following payments. If you wish to buy on any other plan than cash write us at once and let us know just what you can do, and we will make arrangements accordingly. Remember, our business is to meet your wishes.

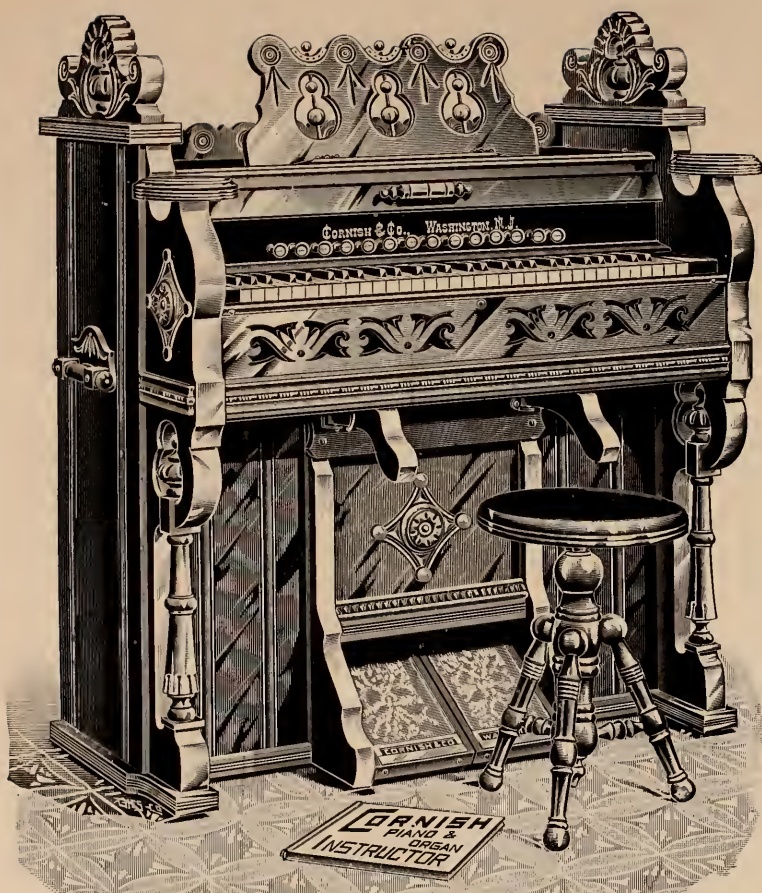
**CORNISH-CO.** MANUFACTURERS  
OF

**AMERICAN PIANOS AND ORGANS**

WASHINGTON,  
N. J. U.S.A.

ESTABLISHED  
50 YEARS





Style No. 50.000

# The New VILLAGE CHIMES ORGAN

UNAVOIDABLE for CHURCH, LODGE, HALL,  
SCHOOL AND HOME USE

ENTIRELY NEW DESIGN, fitted with our Patent Multitone Combination Action, entirely mouse-proof. All latest improvements.

In 5 or 6 Octaves; 6 Octaves \$10.00 extra.

**DIMENSIONS:**  
Height, 50 Inches; Width, 23 Inches;  
Length, 46 Inches. Weight,  
Boxed, about 350 Lbs.

Complete with Stool and Instruction Book. Boxed and Delivered Free on Board Cars Here. Safe Delivery at Destination Insured.

WARRANTED FOR TWENTY-FIVE YEARS.

**DESCRIPTION:** 5 OCTAVES, 14 STOPS, 2 OCTAVE COUPLERS, 2 KNEE SWELLS. 5 SETS OF REEDS AS FOLLOWS:

*	Set Round, Pipe-like	<b>PRINCIPAL</b>	Reeds of 24 Notes.	} 122 IN. * ALL.
	Set Exquisitely Pure, Sweet	<b>MELODIA</b>	Reeds of 37 Notes.	
	Set Rich, Mellow, Smooth	<b>DIAPASON</b>	Reeds of 24 Notes.	
	Set Charmingly Brilliant	<b>CELESTE</b>	Reeds of 24 Notes.	
	Set Pleasing, Soft, Melodious	<b>VIOLA</b>	Reeds of 13 Notes.	

**The Case** is made of the finest selected black walnut, thoroughly kiln-dried and seasoned; it is oil finished and hand-rubbed over three coats of varnish. The design is entirely new; it has lamp stands, music desk, sliding fall cover with lock, rollers for moving, and in fact every modern improvement.

**The Tone** of this action, that all-important quality, is simply super-excellent in every respect. In the hands of a skilled organist, pipe organ and orchestral effects can be beautifully imitated. The voicing and peculiar arrangement of the reeds, and the careful attention to tuning and regulating, have enabled us to place before our friends and the general public an action that we, after over a quarter of a century's experience, can pronounce to be absolutely perfect.

The working of the action is perfection; it is strong, difficult to displace, all metal parts are of the finest and most evenly-tempered coppered and silvered steel wires, im-

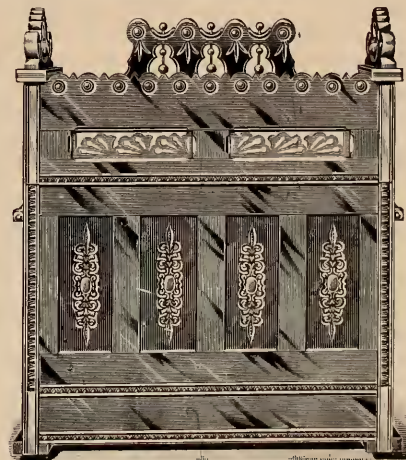
perfectly mouse and insect-proof, and specially prepared and adapted to withstand all climatic changes, this being absolutely necessary owing to our enormous export trade.

**The Octave Coupler** used in all the Cornish organs is made of the best double coppered steel. Couples three octaves of keys in the treble and two in the bass, thus entirely doubling the power of the instrument.

**The Bellows** used with this action are the finest and most powerful possible to construct. The lumber is highly seasoned, the silk-rubber cloth is extra heavy and bellows will not leak. An automatic air valve relieves all surplus pressure, so that the bellows cannot be over-strained; they are self-regulating. The pedal straps are ingeniously fixed by a patent contrivance that will not wear and positively prevents breakage.

**Names of Stops:** Bass Coupler, Diapason, Violina, Dulciana, Principal, Diapason Forte, Celeste Forte, Vox Humana, Piano, Viola, Celeste, Melodia, Echo, Treble Coupler.

**Note.** We can fit this case with Vocalia Orchestral Action, 16 Stops, 172 Reeds, for \$2.50 extra; or with our largest Action, The Orchestral, 18 Stops, 221 Reeds, for \$5.00 extra.



BACK VIEW OF ORGAN.

Solid Black Walnut or Quartered Golden Oak Case, Elegantly finished front and Back.

**THE FACTORY PRICE**  
of this instrument is **\$4800**  
Cash After 30 Days' Trial

OR if advantage is taken of the popular Cornish Plan of CASH IN ADVANCE, thus avoiding the necessity of references, and securing immediate shipment and a special discount, we will accept **\$4500** Cash with Order  
**SEE PAGE 1.**

**Easy Payment Plan.** You can buy this instrument on any other plan of payment in reason, that better suits your convenience; we will take monthly, quarterly, half yearly or yearly installments, the price of the instrument being increased in proportion to amount paid down and the following payments. If you wish to buy on any other plan than cash write us at once and let us know just what you can do, and we will make arrangements accordingly. Remember, our business is to meet your wishes.

**CORNISH-CO.** MANUFACTURERS OF

**AMERICAN PIANOS AND ORGANS**

WASHINGTON, N.J., U.S.A.

ESTABLISHED 50 YEARS



# CORNISH'S

NEW AND IMPROVED MIRROR-TOP  
CABINET REED ORGAN

## THE SILVER CHIME

Style No. 29,000

MADE IN FIVE OCTAVES ONLY

**DIMENSIONS:**  
Height, 75 Inches; Width, 22 Inches;  
Length, 45 Inches. Weight,  
Boxed, about 350 Lbs.

Complete with Stool and Instruction Book. Boxed and Delivered Free on Board Cars Here. Safe Delivery at Destination Guaranteed and Insured.

WARRANTED FOR TWENTY-FIVE YEARS.

**DESCRIPTION:** 5 Octaves, 10 Stops, 2 Octave Couplers, 4 Sets  
Orchestral Toned Resonatory Pipe Quality Reeds,  
1 Tone Swell, 1 Grand Organ Swell.

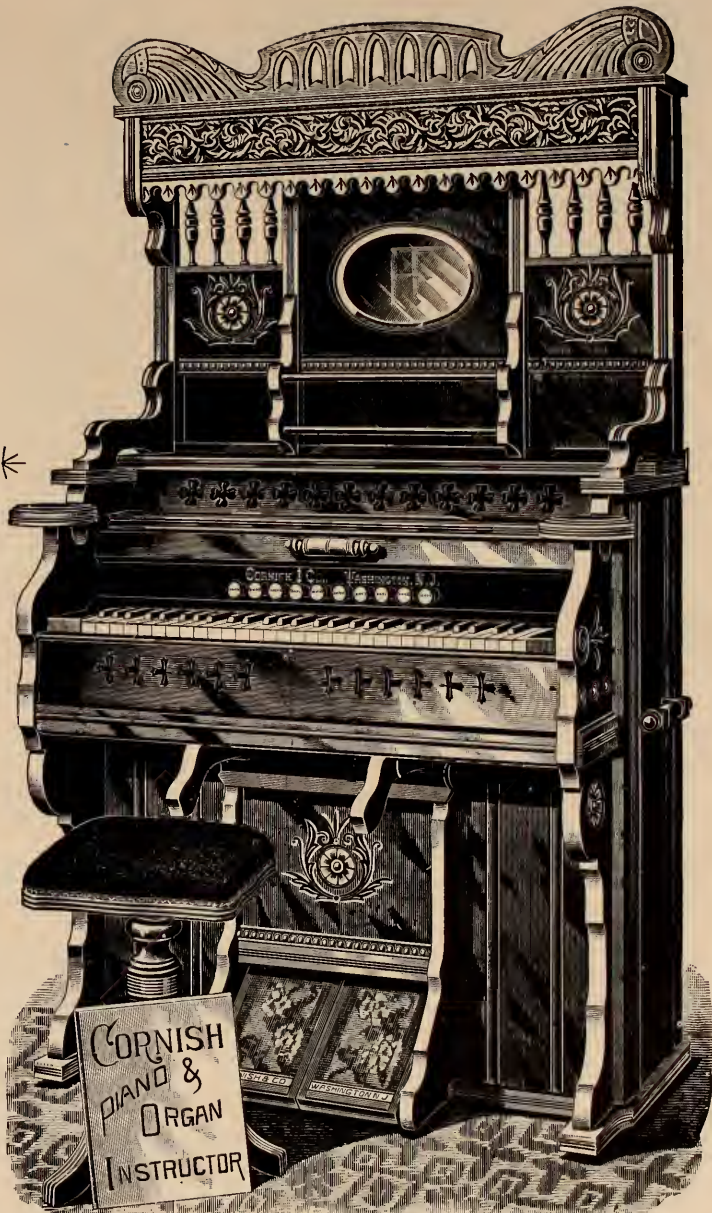
- 1 Set Exquisitely Pure, Sweet **Melodia** of 37 Reeds
- 1 Set Charmingly Brilliant **Celeste** of 24 Reeds
- 1 Set Rich, Mellow, Smooth **Diapason** of 24 Reeds
- 1 Set Pleasing, Soft, Melodious **Dulciana** of 13 Reeds

THIS BEAUTIFUL INSTRUMENT is one of our most popular styles. The case is of solid black walnut, handsomely ornamented with original designs in embossed and carved wood-work. The top of the case contains a heavy French plate oval beveled mirror. The action is one of our very best multiple tone combination actions, fitted with 98 of our orchestral toned reeds. One of the great secrets of the success of the Cornish American Organs lies in the importance given to the

production of a purity of tone that cannot be equalled or excelled. Years of patient and costly experimenting have resulted in perfection in this respect.

**NOTE.**

We can furnish this organ in either oak or walnut case, 5 octaves only, in parlor style as herewith shown, or in chapel style constructed upon the same general principle as our Village Chimes Organ on previous page. £ £ £ £ £



Imperial Chimes Action in this case - - \$2.50 extra  
Vocalia Orchestral Action in this case - - 5.00 extra  
Orchestral Multitone Action in this case - - 7.50 extra

**NAMES OF STOPS:**

DIAPASON FORTE, BASS COUPLER, PIANO, CELESTE,  
CELESTE FORTE, DIAPASON, DULCIANA,  
TREBLE COUPLER, ECHO, MELODIA.

**THE FACTORY PRICE**  
of this **\$3700**  
instrument is  
Cash After 30 Days' Trial

OR if advantage is taken of the popular Cornish Plan of CASH IN ADVANCE, thus avoiding the necessity of references, and securing immediate shipment and a special discount, we will accept **\$3500** Cash with Order  
**SEE PAGE 1.**

**Easy Payment Plan.** You can buy this instrument on any other plan of payment in reason, that better suits your convenience; we will take monthly, quarterly, half yearly or yearly installments, the price of the instrument being increased in proportion to amount paid down and the following payments. If you wish to buy on any other plan than cash write us at once and let us know just what you can do, and we will make arrangements accordingly. Remember, our business is to meet your wishes.

**CORNISH-CO.** MANUFACTURERS OF **AMERICAN PIANOS AND ORGANS** WASHINGTON, N.J., U.S.A. **ESTABLISHED 50 YEARS**



1902-3  
MODEL

# The Choir

STYLE  
NO  
53,000



FRONT VIEW OF STYLE NO. 53,000, THE "CHOIR."

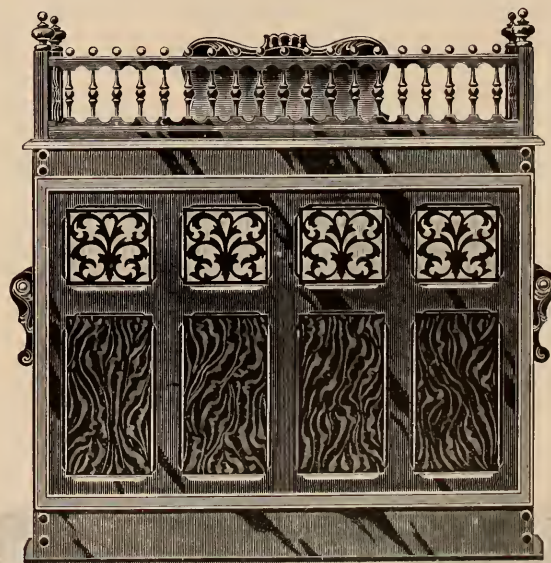
ONE OF THE MOST PERFECT  
REED ORGANS POSSIBLE TO BUILD  
without using an auxiliary pumping apparatus.

Specially Designed and Built for Audi-  
toriums, Churches, Schools, Academies of  
Music, and for Professional and Private Use.

TAKES THE PLACE,  
AS NEARLY AS POSSIBLE,  
OF THE PEDAL ORGAN,  
AND IS OF UNUSUAL SCOPE  
AND POWER.

IN SOLID BLACK WALNUT  
OR QUARTERED OAK  
CASE, FINISHED FRONT  
AND BACK, WITH STOOL  
OR ORGAN BENCH.

Fully Described on the Other Side of this Circular.



BACK VIEW, SHOWING DOUBLE FINISH.

OUR AIM in designing and constructing this organ has been to supply, in a neat but strong case, an action powerful enough to lead a large number of voices in singing. THE ACTION has been voiced to allow of the fullest power of the reeds, when necessary. It will easily take the place of an expensive pedal bass organ for all ordinary usage, and it will certainly give the best of satisfaction in every respect.







# Two United States Government Patents

OUR NEW UNIQUE AND UNRIVALLED INVENTIONS  
 THAT SECURE TO THE PURCHASERS OF THE

## Cornish American Pianos and Organs

Improvements and Additions that Cannot be had in any Other Pianos and Organs Made.

PHOTOGRAPHIC FAC-SIMILE OF PATENT DEED OF THE

### CORNISH MUSICAL ATTACHMENT

USED IN ALL CORNISH PIANOS,

fully described on page 3 of catalogue, and by means of which nearly every known stringed instrument, such as the

HARP, ZITHER, GUITAR, BANJO,

MANDOLIN, AUTOHARP, Etc., Etc..

CAN BE CORRECTLY IMITATED.

The Latest. The Best.  
 Most Accurate. Most Durable.  
 Cannot Get Out of Order.



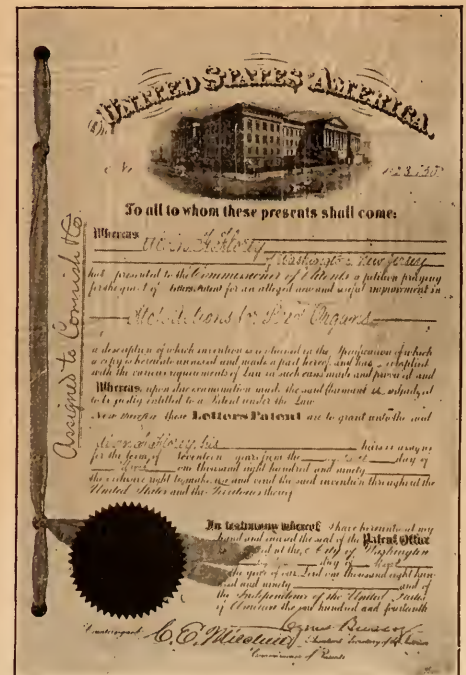
Photographic Fac-Simile of Patent Deed of the

### CORNISH AMERICAN MULTITONE STOP ACTIONS

(fully described on pages 9, 10 and 11)

AS USED IN ALL ORGANS MANUFACTURED BY US.

**E**NSURES freedom of touch, directness of contact, immediate response, absence of all cumbersome and intricate stop work. Mouse, vermin and climate proof. All parts removable and interchangeable. Great strength, little friction. In fact, the climax of simplicity in operation. Nothing like it in any other American reed organ. Enables us to fully warrant our instruments for twenty-five years.







THIS IS A REPRODUCTION OF THE ACTUAL APPEARANCE  
IN BURLED WALNUT OF OUR FINEST PIANO, STYLE NO 12,000.

THE "MONARCH" KING OF PIANOS.



(COPIES OF THIS EMBOSSED PLATE  
AND COLORED PLATES OF OTHER  
STYLES, FURNISHED ON REQUEST)

CORNISH CO., (Sole Manufacturers.) WASHINGTON, NEW JERSEY, U.S.A.