

## STEINWAY & SONS



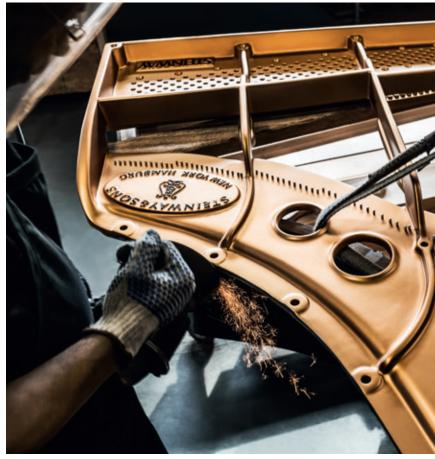




## A LEGACY OF INNOVATION WHICH CONTINUES TODAY.

Steinway & Sons was founded in New York City in 1853 by German immigrant Henry E. Steinway and his sons, who essentially laid the foundation for modern piano building. The first Steinway patent was granted in 1857, and since that time the company has been granted more than 135 additional patents, positioning the Steinway as the piano by which all others are judged. For more than 165 years, the company's innovative designs, attention to detail, and superior quality materials have established the Steinway piano as the world's finest.

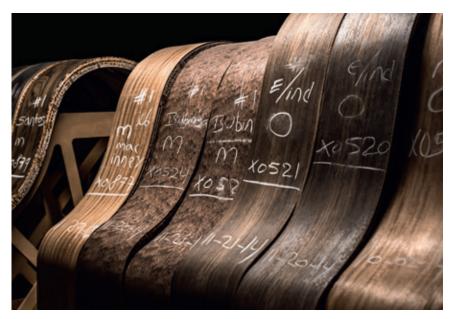




## TODAY'S STEINWAY: THE BEST WE'VE EVER BUILT.

Today's integration of old-world building methods with state-of-the-art technology and investments in new machinery and conditioning rooms have resulted in a Steinway with the widest range of tonal colors and the most responsive touch of any instrument we have ever built—by far. Over the past decade, we've added 12 patents to our portfolio. Our culture of continuous improvement has resulted in greater precision, uniformity of touch, and sound quality—ensuring that today's Steinway is the best Steinway yet.

## SUPERIOR MATERIALS CREATE SUPERIOR SOUND.





#### THE RIM

The one-piece continuous bent rim is one of the most important technical innovations in piano building. It provides the foundation for the beauty, stability, and quality of each Steinway grand piano. The rim is comprised of up to 20 layers of hard rock maple—with both inner and outer rim being pressed together in a single operation. The unique one-piece continuous bent rim construction has been an integral part of every Steinway grand piano since it was developed and patented by Steinway & Sons in 1878. Within the last ten years, we have vastly improved our rim presses and the conditioning process of our hand-bent rims. Today's Steinway rim has the best design, shape, and strength—which allows our unique soundboard to vibrate more freely.

#### THE SOUNDBOARD

The soundboard lies at the heart of a Steinway, which is why great care is needed in its design and in the selection of the wood. Only superior Sitka spruce with a regular grain and minimum number of annual growth rings is acceptable. The Steinway Diaphragmatic Soundboard is based on an innovative patent to achieve optimum performance in dynamic range and maximum sustain. Under this patent, the soundboard is gradually tapered from the center to the edge, permitting freedom of movement and creating a sound of unparalleled richness, sonority, and sustain. Since 2008, we have implemented state-of-the-art machinery and conditioning rooms to better meet the specifications of our soundboard design.





#### THE BRIDGES AND PINBLOCK

The better the materials, the better the sound. Steinway & Sons constructs its soundboard bridges exclusively from vertically laminated hardwood with a horizontal grain, capped with solid maple. Each bridge is notched by hand for precise, individual string-bearing. This design ensures optimal sound transmission from the strings to the soundboard, resulting in a sustained, resonant tone. The Steinway Hexagrip Pinblock, based on an innovative patent, is engineered to enable pianos to hold their tuning longer and with incredible precision.

#### THE CAST-IRON PLATE

Up to 20 tons of string tension is being exerted within a piano at all times. It is the function of the cast-iron plate to accommodate this extraordinary force and provide strength and stability throughout the life of the piano. Steinway & Sons uses its own "bell-quality" casting to support this string tension and reduce vibration, which in turn enhances the sound. This component is so integral to the construction of a Steinway piano that Steinway & Sons owns and operates its own foundry, which produces cast-iron plates to its exacting specifications. Thanks to major investments in new machinery, our improved plates are one of the reasons why the pianos we build today sound and play better and last longer than the ones built only ten years ago.



# PHOTO: ROGER MASTROIANNI Courtesy of The Cleveland Orchestra

## STEINWAY SETS THE STAGE

Lang Lang performs with The Cleveland Orchestra and Music Director Franz Welser-Möst during the 2018-19 season.

Over 97% of pianists, when performing with orchestra, chose STEINWAY during the 2018-19 season.

| ORCHESTRA                             | TOTAL<br>SOLOISTS | STEINWAY | OTHER | ORCHESTRA                                 | TOTAL<br>SOLOISTS | STEINWAY | OTHER | ORCHESTRA                                | TOTAL<br>Soloists | STEINWAY | OTHER |
|---------------------------------------|-------------------|----------|-------|---|-------------------|----------|-------|--|-------------------|----------|-------|
| Akron Symphony Orchestra              | 1                 | 1        | 0     | Hartford Symphony Orchestra               | 3                 | 1        | 2     | Portland Symphony                        | 2                 | 2        | 0     |
| Alabama Symphony                      | 5                 | 5        | 0     | Hawai'i Symphony Orchestra                | 6                 | 6        | 0     | Quad City Symphony Orchestra             | 1                 | 1        | 0     |
| Albany Symphony Orchestra             | 1                 | 1        | 0     | Hilton Head Symphony Orchestra            | 4                 | 4        | 0     | Reno Philharmonic Orchestra              | 11                | 11       | 0     |
| Anchorage Symphony Orchestra          | 2                 | 2        | 0     | Houston Symphony                          | 6                 | 5        | 1     | Richmond Symphony                        | 5                 | 5        | 0     |
| Arkansas Symphony Orchestra           | 3                 | 3        | 0     | Hungarian National Philharmonic Orchestra | 45                | 45       | 0     | Royal Concertgebouw Orchestra (Amsterdam | ) 5               | 5        | 0     |
| Asheville Symphony Orchestra          | 5                 | 5        | 0     | Indianapolis Symphony Orchestra           | 5                 | 4        | 1     | Royal Stockholm Philharmonic Orchestra   | 7                 | 7        | 0     |
| Atlanta Symphony Orchestra            | 10                | 10       | 0     | Kansas City Symphony                      | 5                 | 5        | 0     | Saint Louis Symphony Orchestra           | 7                 | 7        | 0     |
| Augusta Symphony                      | 2                 | 2        | 0     | London Symphony Orchestra (Barbican)      | 11                | 9        | 2     | Saint Paul Chamber Orchestra             | 8                 | 8        | 0     |
| Austin Symphony Orchestra             | 4                 | 4        | 0     | Los Angeles Chamber Orchestra             | 1                 | 1        | 0     | San Antonio Symphony                     | 5                 | 5        | 0     |
| Bismarck-Mandan Symphony Orchestra    | 1                 | 1        | 0     | Los Angeles Philharmonic                  | 11                | 11       | 0     | San Diego Symphony                       | 12                | 10       | 2     |
| Boise Philharmonic                    | 2                 | 2        | 0     | Louisiana Philharmonic Orchestra          | 7                 | 7        | 0     | San Francisco Symphony                   | 19                | 19       | 0     |
| Boston Symphony Orchestra             | 9                 | 9        | 0     | Louisville Orchestra                      | 2                 | 2        | 0     | Sarasota Orchestra                       | 4                 | 4        | 0     |
| Calgary Philharmonic Orchestra        | 4                 | 4        | 0     | Mariinsky Orchestra                       | 78                | 78       | 0     | Seattle Symphony Orchestra               | 21                | 21       | 0     |
| Canton Symphony Orchestra             | 3                 | 3        | 0     | Miami Symphony                            | 4                 | 3        | 1     | Signature Symphony                       | 1                 | 1        | 0     |
| Charleston Symphony Orchestra         | 5                 | 4        | 1     | Milwaukee Symphony Orchestra              | 7                 | 7        | 0     | Singapore Symphony Orchestra             | 8                 | 8        | 0     |
| Charlotte Symphony                    | 3                 | 3        | 0     | Mississippi Symphony Orchestra            | 2                 | 2        | 0     | South Carolina Philharmonic              | 2                 | 2        | 0     |
| Chattanooga Symphony                  | 1                 | 1        | 0     | Mobile Symphony Orchestra                 | 1                 | 1        | 0     | Southwest Symphony                       | 3                 | 3        | 0     |
| Chicago Symphony Orchestra            | 11                | 11       | 0     | Moscow State Academic Symphony Orchestra  | 52                | 52       | 0     | St. Petersburg Philharmonic Orchestra    | 72                | 70       | 2     |
| City of Birmingham Symphony Orchestra | 14                | 14       | 0     | Naples Philharmonic Orchestra             | 17                | 15       | 2     | The Cleveland Orchestra                  | 9                 | 9        | 0     |
| Columbus Symphony                     | 3                 | 3        | 0     | Nashville Symphony                        | 8                 | 8        | 0     | The Florida Orchestra                    | 4                 | 4        | 0     |
| Columbus Symphony Orchestra           | 2                 | 2        | 0     | National Symphony Orchestra               | 12                | 11       | 1     | The Minnesota Orchestra                  | 10                | 10       | 0     |
| Dallas Symphony Orchestra             | 8                 | 8        | 0     | New Jersey Symphony Orchestra             | 9                 | 9        | 0     | The Philadelphia Orchestra               | 9                 | 9        | 0     |
| Detroit Symphony Orchestra            | 8                 | 8        | 0     | New York Philharmonic                     | 16                | 16       | 0     | The Plano Symphony                       | 7                 | 7        | 0     |
| Edmonton Symphony Orchestra           | 8                 | 7        | 1     | North Carolina Symphony                   | 7                 | 7        | 0     | Toronto Symphony Orchestra               | 9                 | 9        | 0     |
| Erie Philharmonic                     | 3                 | 3        | 0     | Northwest Florida Symphony                | 7                 | 7        | 0     | Tucson Symphony Orchestra                | 3                 | 3        | 0     |
| Eugene Symphony                       | 5                 | 5        | 0     | Oklahoma City Philharmonic Orchestra      | 3                 | 3        | 0     | Vancouver Symphony                       | 9                 | 8        | 1     |
| Evansville Philharmonic Orchestra     | 2                 | 2        | 0     | Omaha Symphony                            | 4                 | 4        | 0     | West Virginia Symphony Orchestra         | 3                 | 3        | 0     |
| Fort Worth Symphony Orchestra         | 3                 | 3        | 0     | Orchestre Symphonique de Montréal         | 18                | 18       | 0     | Wiener Philharmoniker                    | 2                 | 2        | 0     |
| Göteborger Göteborger Symphoniker     | 5                 | 5        | 0     | Orquestra Simfònica de Barcelona          |                   |          |       | Wichita Symphony Orchestra               | 3                 | 3        | 0     |
| Greensboro Symphony Orchestra         | 2                 | 2        | 0     | i Nacional de Catalunya                   | 13                | 13       | 0     | Winnipeg Symphony Orchestra              | 6                 | 6        | 0     |
| Greenville Symphony Orchestra         | 2                 | 2        | 0     | Pacific Symphony                          | 8                 | 8        | 0     | Winston-Salem Symphony                   | 2                 | 2        | 0     |
| Greenwich Symphony Orchestra          | 2                 | 2        | 0     | Pasadena Symphony & POPS                  | 2                 | 2        | 0     |  |                   |          |       |
| Harrisburg Symphony Orchestra         | 2                 | 2        | 0     | Pittsburgh Symphony Orchestra             | 10                | 10       | 0     |  |                   |          |       |



TOTALS 794 777

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STEINWAY & SONS PERCENTAGE 2018-2019: 97.8%

## CROWN JEWEL COLLECTION®

Each Steinway Crown Jewel is an original work of art. Crown Jewel pianos are encased in your choice of magnificent woods, prized for their exquisite color and grain, and gathered from around the world—from East Indian Rosewood to African Pommele. Steinway & Sons artisans meticulously match the grain from one end of the piano to the other—even across the beveled edge of the lid. Steinway & Sons is a benefactor to the Hardwood Forestry Fund, whose purpose is to promote hardwood timber growth, management, education, and environmentally sound uses of our forest resources, including the beautiful woods of our Crown Jewel Collection.





## LIMITED EDITIONS

Steinway & Sons has collaborated with some of the most notable artists and designers of our time to create a special series of pianos that reimagine what uncompromised expression looks like. Custom built at our Steinway New York and Hamburg factories, our Limited Edition collections combine classic Steinway craftsmanship with inspired and meaningful designs—making each Limited Edition Steinway both a majestic musical instrument and a completely unique work of art.



## INTRODUCING SPIRIO



#### THE GREATEST ARTISTS IN YOUR HOME

The Steinway Spirio is the first high resolution player piano worthy of the Steinway & Sons name. A masterpiece of precision engineering, technology, and artistry, Spirio provides an unrivaled musical experience.

With the touch of an iPad®, Spirio brings your Steinway to life. The soft trills, delicate pedaling, and thundering fortissimos that distinguish the world's finest artists are reproduced with unparalleled accuracy on a Spirio. Thousands of performances from the world's greatest Steinway Artists invite you to enjoy life's greatest musical moments. The Spirio music library, with performances captured at the Steinway Studios, is regularly and automatically updated. The library features everything from Bach to Irving Berlin to Billy Joel, and delivers music to your living room that is indistinguishable from a live performance.



#### SPIRIO | r

Spirio | *r* is the world's finest high resolution player piano capable of live performance capture and playback. A revolutionary blend of artistry, craftsmanship, and technology, Spirio |  $\it r$  provides powerful new tools of expression and new ways to access, share and experience performance—enriching connection and intimacy.

Spirio | *r* stores and plays music and videos directly from the instrument, with immediate response and uninterrupted playback. Spirio | r captures the most nuanced musical passages, precisely reproducing the loudest, softest, and fastest notes.







#### MODEL D CONCERT GRAND

The pinnacle of concert grands and the overwhelming choice of concert artists and institutions throughout the world. Also available as a Steinway Spirio  $\mid r$ .

LENGTH 8'11 34" (274 CM) WIDTH 61 14" (156 CM) WEIGHT 990 lbs (450 kg)



#### MODEL B CLASSIC GRAND

A piano designed for spacious homes, smaller recital halls, auditoriums, and broadcasting, recording, or professional studios. Also available as a Steinway Spirio or a Steinway Spirio | r.

LENGTH 6'10 ½" (211 cm) WIDTH 58" (148 cm) WEIGHT 760 lbs (345 kg)



#### MODEL A SALON GRAND

Reintroduced in 2005 due to popular demand, this legendary piano was first designed by C. F. Theodore Steinway in 1878. It is known for delivering a grand sound in a medium-sized piano.

LENGTH 6'2" (188 cm) WIDTH 57 34" (147 cm) WEIGHT 695 lbs (315 kg)



#### MODEL O LIVING ROOM GRAND

The largest of the "small grands," the Model O offers remarkable depth and resonance, yet requires less space than full-sized grands.

LENGTH 5'10 34" (180 cm) WIDTH 57 34" (147 cm) WEIGHT 616 lbs (280 kg)



#### MODEL M MEDIUM GRAND

A grand piano with full tone, yet small enough to fit in any home or apartment. Also available as a Steinway Spirio.

LENGTH 5'7" (170 cm) WIDTH 57 34" (147 cm) WEIGHT 606 lbs (275 kg)



#### MODEL S BABY GRAND

A small grand suitable for the home or apartment where space is at a premium.

LENGTH 5'1" (155 cm) WIDTH 57 ½" (146 cm) WEIGHT 540 lbs (245 kg)

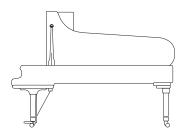


#### MODEL K PROFESSIONAL UPRIGHT

Steinway uprights are made in the same factory as our grands, using the same materials, techniques, conditioning processes and artisans. Introduced in 1903, this piano features a soundboard larger in area than many grand pianos for a larger and more resonant voice.

HEIGHT 52" (132 cm)
WIDTH 60 3/4" (154 cm)
DEPTH 26 3/8" (67 cm)
WEIGHT 600 LBS (273 kg)

## MEASUREMENTS AND WEIGHTS



#### MODEL D CONCERT GRAND

LENGTH 8'11 ¾" (274 CM) WIDTH 61 ¼" (156 CM) WEIGHT 990 LBS (450 KG)



MODEL B CLASSIC GRAND

LENGTH 6'10 ½" (211 CM) WIDTH 58" (148 CM) WEIGHT 760 LBS (345 KG)



MODEL A SALON GRAND

LENGTH 6'2" (188 CM) WIDTH 57 ¾" (147 CM) WEIGHT 695 LBS (315 KG)



MODEL O LIVING ROOM GRAND

LENGTH 5'10 ¾" (180 CM) WIDTH 57 ¾" (147 CM) WEIGHT 616 LBS (280 KG)

## MEASUREMENTS AND WEIGHTS



MODEL M MEDIUM GRAND

LENGTH 5'7" (170 CM) WIDTH 57 34" (147 CM) WEIGHT 606 LBS (275 KG)



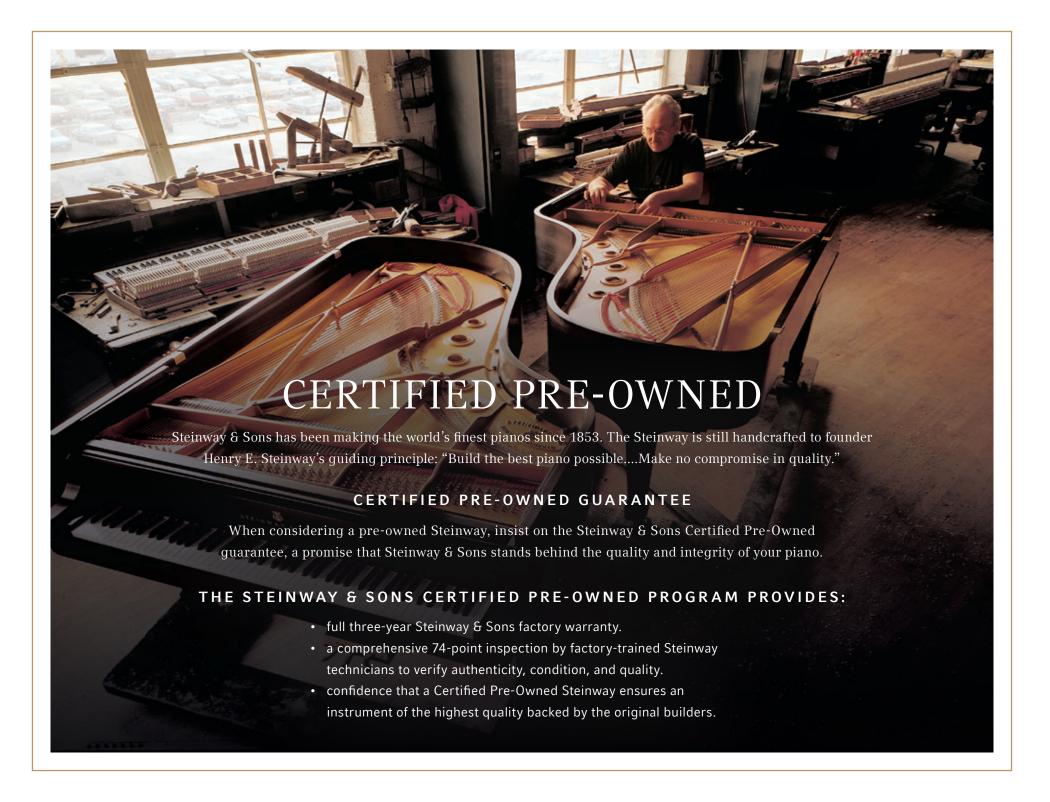
MODEL S BABY GRAND

LENGTH 5'1" (155 CM) WIDTH 57 ½" (146 CM) WEIGHT 540 LBS (245 KG)



MODEL K PROFESSIONAL UPRIGHT

HEIGHT 52" (132 CM)
WIDTH 60 34" (154 CM)
DEPTH 26 3/8" (67 CM)
WEIGHT 600 LBS (273 KG)





## FOR MORE INFORMATION, VISIT WWW.STEINWAY.COM OR CALL 1.800.STEINWAY



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