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# The Piano Book: Buying and Owning a New or Used Piano

*Larry Fine*

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**Larry Fine : The Piano Book: Buying and Owning a New or Used Piano** before purchasing it in order to gauge whether or not it would be worth my time, and all praised The Piano Book: Buying and Owning a New or Used Piano:

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41 of 43 people found the following review helpful. influences salespeople By Michael J. Cashen There's

not much to add to the superlatives written about this book except to note that simply having it in your possession can influence salespeople! I took this book with me in Sept. 2003 to buy a "nearly new" piano at the annual sale of the prestigious Peabody Institute in Baltimore. The saleswoman noticed it and said, "I see you have Larry Fine's book. I bet you'll leave here with a good piano at a great price." Throughout our tour of the many pianos on sale, I felt as though she was being more factual because I had the book! And, because I had read parts of it, I was able to ask more questions about the types of materials used in construction of the various parts. I bought a 2 month old Kawai GM-10 for about 2/3 list price! Not only did the book give me independent in-depth information on the Kawai, but several paragraphs (p.118) to read comparing it to other brands in terms of sound, feel, durability, warranty, etc. Now, every time I sit at my piano, I feel an added confidence that I'm playing the finest instrument I could afford.

This bible of the piano marketplace is indispensable to buyers and owners of pianos, amateur and professional players alike. Hundreds of thousands of pianos are bought and sold each year, yet most people buy a piano with only the vaguest idea of what to look for as they make this major purchase. The Piano Book evaluates and compares every brand and style of piano sold in the United States. There is information on piano moving and storage, inspecting individual new and used pianos, the special market for Steinways, and sales gimmicks to watch out for. An annual supplement, sold separately, lists current prices for more than 2,500 new piano models.

From Library Journal This comprehensive volume contains valuable information for the consumer; following a technical but lucid description of the mechanics of a piano's action, it discusses all aspects of purchasing and maintaining an instrument. Numerous illustrations and charts enhance the text, which is clearly and directly written, and buying tips accompany the guides to purchasing both new and used instruments. But most valuable for a prospective buyer are the numerical ratings of virtually all models of pianos currently available, both foreign and domestic, based on the experiences of technicians around the country. An excellent source book. Susan Kagan, Hunter Coll., CUNY Copyright 1987 Reed Business Information, Inc. If there is to be a piano in your future, the single indispensable reference is The Piano Book by Larry Fine. Noah Adams, host of NPR's All Things Considered