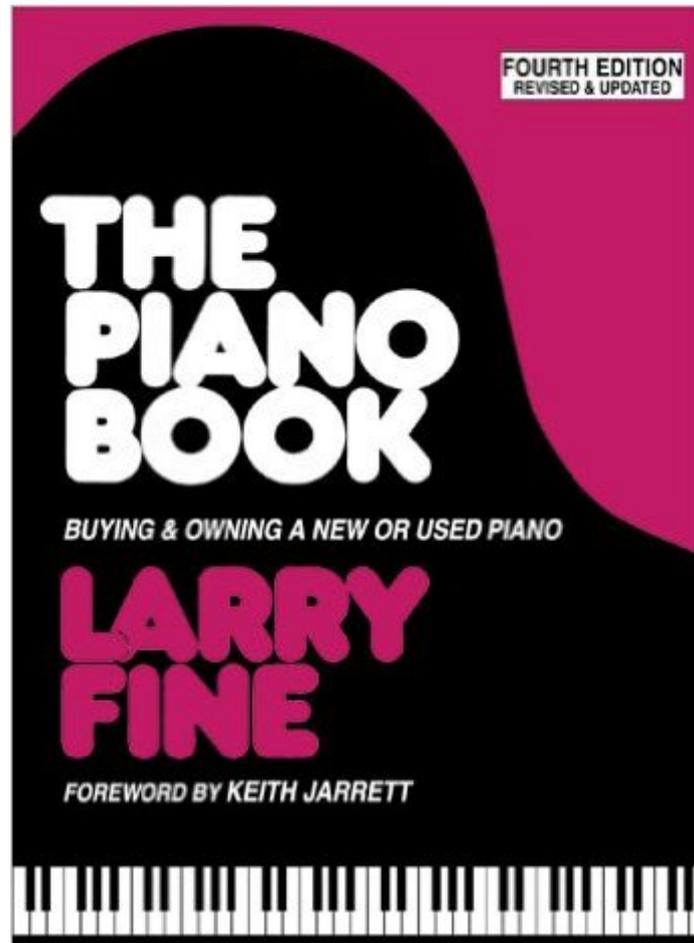


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# The Piano Book: Buying & Owning A New Or Used Piano



## Synopsis

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.

## Book Information

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Average Customer Review: 4.6 out of 5 stars [See all reviews](#) (99 customer reviews)

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## Customer Reviews

The Piano Book by Larry Fine (not the same of 3-Stooges fame, I take it), is a must-read if you are thinking of buying a piano. Fine names names--the skinny on all available modern pianos you are apt to find in a dealers' showroom, new and used. Reviewed are servicability, construction quality, tone, and street prices. Armed with this book, a consumer takes a big step towards getting the most piano for his or her money and, most important, reduces the likelihood of being stuck with an overpriced dog. To put it another way, I have not met a piano salesperson or dealer who had anything really bad to say about any piece in his or her inventory. Tone quality is something you can distinguish after hearing a few good pianos, but the actual quality of the instrument and how it will hold up over time is known only by those who regularly service them in the field. This is good to know, especially with so many asian-made pianos of questionable quality floating around on the used market. If you're looking for an entry-level practice piano or a full 9' concert grand, this book will

help you cut through all the manufacturers' and dealer hype. Fine's knowledge of the instrument is great.

Larry Fine does an outstanding job with explaining how to recognize quality in pianos and how to get the trade-off you are looking for. As I read the book, particularly the first edition, it came more obvious which choices for a piano I would like to consider or weed out. It told me many of the aspects of the various piano manufacturers as well as what kind of sales gimmicks to be alert for when I am shopping for anything. Since this book will do all of this explaining, it would definitely be useful to any piano shopper, whether you are looking for one to use or rebuild. It could be also useful for anyone who is studying the economics because it even shows examples of all the different trade-off combinations that a purchaser can run into while shopping for a piano. The Piano Book is also useful because it has information that would be essential to piano owners as well as piano technicians. It tells them everything one needs to know while moving, maintaining, cleaning, or whatever the case may be. Since this is the case, it could help just about anyone involved with the piano decide wisely what they want to do as far as their instruments are concerned. Since Larry Fine gives information on roughly what the piano market is like in his "Piano Book", he helps many purchasers come to a successful conclusion with their piano purchase or maintenance, so definitely before you come to a decision about what you want to do about a piano, STOP! Read Larry Fine's book before making an expensive piano decision.

Don't do it!(until you have read this book). As the webmaster for PianoWorld.com, I have a large collection of piano books. This one is the Best! If you are thinking about purchasing a piano, want unbiased information about different major manufacturers or are just curious about what makes them tick, buy this book. Our Web site is dedicated to providing information about pianos, and Mr. Fine's book is the one we often turn to. Well written and easy to follow, it contains an amazing amount of valuable information.

The new fourth edition of Larry Fine's Piano Book is the most informative one yet. I have enjoyed the three preceding editions immensely, but the fourth surpasses them all. To me, the most valuable part of Larry Fine's book is the information on new pianos (although he supplies lavish information on piano mechanics, used pianos, piano care, and piano shopping as well as the information on new pianos). His book is unique in its effort to describe and explain the different brands and what sets them apart from each other. While the first three editions were all packed with useful information,

the fourth edition adds an informal (but enlightening) rating system that ranks the new piano brands. This new rating system represents an extraordinary effort at an unbiased review of the different new brands, and it provides an extremely useful comparison among brands. The rating system breaks new pianos down into general categories, providing a basis for the reader to use in comparing pianos within categories as well as between categories. Within each broad category, the rating system ranks the various brands. While many of the brands end up with similar ratings, this highly useful fact in itself provides the reader with enough knowledge for an educated evaluation of claims made by dealers in rival brands. The dealers should note: as Larry Fine points out, it is poor selling technique to try to sell pianos by criticizing the competition! Larry Fine's rating system highlights the unwisdom of this critical approach. Educated by Larry Fine, a piano shopper will have a much more enjoyable experience than he or she might otherwise have had. You may agree with what he says, or disagree with it. You may find an individual piano that transcends the category into which the average piano of that brand seems to fall, or one which does the opposite. But at least you will be in a position of greater knowledge when you shop. Moreover, the book is well written and fun to read. A truly remarkable collection of attributes!

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