

If this were the sum-total of Henry's achievement, our story would begin and end with one man, but he did much more. He made disciples of his sons, and in them he sowed the seeds of his own principles, purposes, and ideals. The artist-craftsman became also the teacher of artistic craftsmanship. The reaper of a rich harvest for himself, he taught his sons how to sow wisely and well, in order that the bountiful harvest might be garnered generation after generation. One man's goal became a family goal, and one man's searching light created a veritable battery of lights to follow.

The incomparable piano became the focal point to which nearly every Steinway male, past and present, has brought and is forever bringing his individual talents, his resources, and his loyalty. Beginning with a humble, factory apprenticeship, each, even down to the fifth generation, has applied himself to the task of understanding every detail of the family product, and to the goal of adding his own personal contribution to the future of its name. Every piano that leaves the factory reflects the collective image of all the Steinways who have had a part in its creation and development.

This brings us to the factory which was the natural evolution of a successful enterprise that grew too large for one family. Where Henry and his sons once assumed each and every duty and responsibility for the design, production, and distribution of their product, today these duties and responsibilities are shared by many workers.

There has been no change in the Steinway goal. Perfec-