

UNITED STATES TARIFF COMMISSION

PIANOS (EXCEPT GRANDS)

**Report to the President
on Investigation No. TEA-IR-9-72
Under Section 351(d)(1) of the Trade Expansion Act of 1962**



**TC Publication 462
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REPORT TO THE PRESIDENT

U.S. Tariff Commission,
February 15, 1972.

To the President:

This report is made pursuant to section 351(d)(1) of the Trade Expansion Act of 1962 (76 Stat. 900), which provides that--

So long as any increase in, or imposition of, any duty or other import restriction pursuant to this section or pursuant to section 7 of the Trade Agreements Extension Act of 1951 remains in effect, the Tariff Commission shall keep under review developments with respect to the industry concerned, and shall make annual reports to the President concerning such developments.

Introduction

On December 23, 1969, following an investigation in response to a petition on behalf of the domestic industry, the Commission found (Commissioners Thunberg and Newsom dissenting and Chairman Sutton not participating) that--

pianos (including player pianos, whether or not with keyboards), provided for in item 725.02 of the Tariff Schedules of the United States (TSUS)

were, as a result in major part of concessions granted under trade agreements, being imported into the United States in such increased quantities as to threaten to cause serious injury to the domestic industry producing like or directly competitive products. 1/

In response to the Commission's finding, the President suspended, effective February 21, 1970, for 3 years the Kennedy Round

1/ U.S. Tariff Commission, Pianos and Parts Thereof: Report to the President on Investigation No. TEA-I-14 Under Section 301(b)(1) of the Trade Expansion Act of 1962, TC Publication 309, 1969.

tariff reductions on pianos, except grand pianos, at the second stage rate--13.5 percent ad valorem. The President also announced that he had authorized firms and workers in the domestic piano industry to apply for adjustment assistance under the provisions of the Trade Expansion Act of 1962.

So long as the higher rate of duty remains in effect for upright pianos, the Commission is required, under the provisions of section 351(d)(1) of the Trade Expansion Act of 1962, to make an annual report on developments with respect to the piano industry. The first such report was made on February 19, 1971 (TC Publication 363). This second report is confined principally to developments that have occurred since then.

For the purpose of this report, pianos other than grand pianos (hereinafter called upright pianos) are discussed under three general categories: Spinets (37 inches high and under); consoles (38 inches through 43 inches high); and studio uprights (44 inches high and over).

U.S. Tariff Treatment

Upright pianos (including player pianos, whether or not with keyboards) are currently dutiable at the escape-clause rate of 13.5 percent ad valorem provided for in item 924.00 of part 2 of the appendix to the TSUS. This rate is presently scheduled to remain in effect until February 21, 1973, at which time the staging of duty reductions to carry out a U.S. trade-agreement concession granted at the Kennedy Round negotiations will be reinstated. Had there been no escape action, upright pianos would currently be dutiable at 8.5 percent ad ²

valorem under item 725.01 (formerly item 725.02) of the TSUS. Upright pianos imported from countries designated as Communist-dominated or Communist-controlled are currently dutiable under item 725.01 at 40 percent ad valorem.

The modified escape-action rate of duty currently applicable to imports of pianos, except grand pianos, as well as the trade-agreement rates scheduled to become effective on and after February 21, 1973, is shown in the following table.

Pianos (except grand pianos): Modified escape-action rate of duty and trade-agreement rates scheduled to become effective on and after Feb. 21, 1973 1/

Description	Modified escape- action rate	Trade-agreement rate and effective date	
		Rate	Date
	<u>Percent ad valorem</u>	<u>Percent ad valorem</u>	
Pianos (including player pianos, whether or not with keyboards), except grand pianos.	13.5	11.5	Feb. 21, 1973
		10	Jan. 1, 1974
		8.5	Jan. 1, 1975

1/ Presidential Proclamation No. 3964 (35 F.R. 38).

The current trade-agreement rate of duty applicable to grand pianos provided for in item 725.03 of the TSUS is 8.5 percent ad valorem.

A surcharge of 10 percent ad valorem was applicable to certain imported articles, including pianos, from August 16, 1971, to December 20, 1971. 1/ During that period, the aggregate duty applicable to 3

1/ The surcharge was imposed by Presidential Proclamation No. 4074 and removed by Presidential Proclamation No. 4098.

upright pianos was 23.5 percent ad valorem and that applicable to grand pianos, 20 percent ad valorem.

Summary of Recent Developments

Apparent U.S. consumption of pianos was about 5 percent greater in January-October 1971 than in the corresponding period of 1970, reversing a downward trend which began in 1967; U.S. producers' shipments (domestic sales) were 4 percent larger, and U.S. imports, 12 percent larger. Imports supplied 11.5 percent of apparent U.S. consumption of pianos in January-October 1971, compared with 10.8 percent in January-October 1970 (table 1 in the appendix).

Since the submission of the Commission's report in February 1971, two piano plants were closed by domestic producers (one while the firm petitioned for adjustment assistance), and one new plant was opened. A plant that had been virtually destroyed by fire in 1969 was back in full production by the fall of 1971.

During 1971, prices in the United States of most best selling models of upright pianos of domestic manufacture were raised; the increases ranged between 3 and 10 percent. Wholesale prices on imported upright pianos were increased by about 4 percent in the first half of 1971 and by an additional 6 percent in the second half of the year, reflecting the imposition of the import surcharge (see section on tariff treatment). Officials of the two leading importing firms stated that as a result of the recent changes in currency exchange rates, an additional price increase on upright pianos, averaging about 10 percent, is planned, effective in February 1972. For the U.S. piano industry as a whole, the number of production workers employed and the

number of man-hours worked was slightly higher during the first 10 months of 1971 than in the corresponding period of 1970.

The President, in his proclamation of February 21, 1970, authorized firms and workers in the domestic piano industry to apply for adjustment assistance under the provisions of the Trade Expansion Act of 1962, to help them adjust to the impact of import competition. Of the 15 firms which currently constitute the domestic piano industry, six have petitioned the U.S. Department of Commerce for adjustment assistance. Four firms have been certified eligible to apply for adjustment assistance; 1/ a request by one firm has been denied, and a request by one other firm is pending. Workers in eight establishments have petitioned the U.S. Department of Labor for adjustment assistance. Approximately 1,250 workers in seven establishments producing pianos have been certified eligible for adjustment assistance; a petition by employees in one plant (about 30 workers) has been denied.

1/ One of the four firms has submitted a proposal to the Department of Commerce to produce plastic pianos, i.e., pianos having a case made of plastics instead of the conventional wooden case; no action has been taken on this proposal. The other three firms have not yet submitted their proposals.

U.S. Consumption

Apparent U.S. consumption of pianos increased slightly in 1971, reversing a downward trend which began in 1967. In the late 1960's the U.S. market for pianos was adversely affected by a number of factors, and expenditures for pianos failed to keep pace with total personal consumption expenditures. The factors adversely affecting the market for pianos included the development of television and stereophonic equipment, which provides alternative forms of recreation within the home, the rise of automobile ownership, which increases the mobility of consumers and provides access to entertainment outside the home, and the growing interest in band and other musical instruments and in many other kinds of recreation. Apparent U.S. consumption of pianos of all types, which had increased from 159,000 units in 1958 to 247,000 units in 1966, declined to about 194,000 units in 1970. In the first 10 months of 1971, however, apparent consumption (164,000 units) was about 5 percent greater than in the corresponding period of 1970 (156,000 units). U.S. producers shipments (domestic sales) were 4 percent larger, and U.S. imports, 12 percent larger. Trade sources (domestic producers and importers) indicate that this situation continued for the remainder of 1971; they attribute the increase in consumption to improved market conditions and more aggressive selling techniques.

Imports supplied only 1.2 percent of the U.S. consumption of pianos in 1958, but they furnished 13.8 percent in 1969 and 10.7 percent in 1970; the import share increased to 11.5 percent during the period January-October 1971.

U.S. producers' domestic sales, U.S. imports, and apparent U.S. consumption of upright pianos for 1969 (the earliest year for which reliable data are available), 1970, January-October 1970, and January-October 1971 are shown in the following table.

Upright pianos: U.S. producers' domestic sales, U.S. imports, and apparent consumption, 1/1969, 1970, January-October 1970 and January-October 1971

Period	U.S. producers' domestic sales	U.S. imports	Apparent consumption	Ratio of imports to consumption
	Number	Number	Number	Percent
1969-----	174,683	22,142	196,825	11.2
1970-----	167,936	16,168	184,104	8.8
January-October--				
1970-----	134,747	13,143	147,890	8.9
1971-----	140,726	15,143	155,869	9.7

1/ U.S. exports of upright pianos are small.

U.S. Producers

In 1971, as in 1970, 15 firms operating 19 plants produced pianos in the United States; 18 firms operating 24 plants had manufactured pianos in 1968. The distribution of the 19 plants that were operating in 1971, is shown in the following table.

U.S. piano industry: Distribution of plants, by States, 1971

State	: Number of : plants	::	State	: Number of : plants
New York-----	4	::	Arkansas-----	1
Michigan-----	3	::	Tennessee-----	1
North Carolina-----	3	::	Utah-----	1
Indiana-----	3	::	Illinois-----	1
Mississippi-----	2	::		
		::		

All 15 firms produced upright pianos, and eight produced grand pianos.

Four of the 15 firms--The Wurlitzer Co., Baldwin Piano & Organ Co., Kimball Piano & Organ Co., and Aeolian Corp.--accounted for 67 percent of the number of domestically produced upright pianos sold in the United States in 1970 and 72 percent in the period January-October 1971. Three other firms--Chicago Musical Instrument Co. (Lowrey Piano Co. and Story & Clark Piano Co.), Everett Piano Co., and Kohler & Campbell, Inc.--accounted for 23 percent of the number sold in 1970 and 18 percent in the period January-October 1971.

Since the Commission's report of February 19, 1971, two plants were closed by domestic producers (one while the firm petitioned for adjustment assistance), and one new plant was opened. A plant that had been virtually destroyed by fire in 1969 was back in full production by the fall of 1971. In 1970, two domestic firms discontinued the production of pianos; one of these firms now markets pianos that are produced for them under their own brand name by another producer. A new firm began in 1970 to produce pianos under an old established brand name.

Sales by U.S. Producers

Sales of pianos by U.S. producers increased in 1971, reversing the downward trend that had begun in 1967. In January-October 1971, domestic producers' sales (145,000 units) were about 4 percent greater than in the corresponding period of 1970 (139,000 units). The annual rate of sales in 1971--about 175,000 units--was substantially lower than peak annual sales, which occurred in 1966. Sales declined from 236,000 units, valued at \$109.8 million, in 1966 to 173,000 units, valued at \$88.8 million, in 1970 (table 2).

Sales of domestic upright pianos during the period January-October 1971 increased in quantity (about 4 percent) and value (6 percent), compared with the corresponding period of 1970. ^{1/} Domestic producers' sales (excluding exports) of upright pianos amounted to about 214,000 units, valued at \$88 million, in 1964. The trend of such sales was upward through 1966, when they approximated 229,000 units, with a value of \$98.4 million. They then declined to about 168,000 units, valued at \$78.5 million, in 1970. The decline from the peak year (1966) to 1970 in terms of quantity and value was 27 percent and 20 percent, respectively.

The composition of sales (excluding exports) of domestic pianos, by types, in 1970 and January-October 1971 is shown in the following table.

^{1/} The president of Kimball Piano & Organ Co. reported in Musical Merchandise Review, December 1971, that "Unfilled orders are the highest in our history and our manufacturing plants are operating at virtual capacity."

Pianos: Composition of U.S. producers' sales in the United States, by types, 1970 and January-October 1971

Type	Percent of unit sales	
	1970	January-October 1971
Total-----	100	100
Uprights, total-----	97	97
Spinets-----	44	47
Consoles-----	42	39
Studio-----	9	9
Players-----	2	2
Grands-----	3	3

U.S. exports of pianos, mostly uprights, account for a small portion of domestic producers' shipments (table 1); exports in 1970 changed little in volume or value from those in previous years. In the period 1958-71, exports ranged between 1,000 and 2,000 units a year; the average value of annual exports during this period was about \$820,000, and the average unit value was about \$500. About a third of the domestic firms producing pianos sell to foreign countries; principal markets for such exports are Canada and Mexico.

U.S. Imports

U.S. imports of pianos in January-October 1971 amounted to nearly 19,000 units, compared with nearly 17,000 units in the corresponding period of 1970 (table 3), representing an increase of about 12 percent. During the late 1950's and throughout the 1960's,

^{1/} Officials of the two leading firms importing Japanese pianos state that it has not been possible to assess adequately the effect the import surcharge (see section on tariff treatment) and the west coast dock strike (in effect from July 3 to Oct. 16, 1971) had on the volume of 10 imports of pianos.

imports of pianos had increased substantially; entries in 1969--29,000 units--supplied nearly 14 percent of apparent U.S. consumption, while imports in 1958--less than 2,000 units--had accounted for 1 percent of consumption.

In 1970, entries of pianos into the United States declined (table 4). U.S. imports of all pianos in that year totaled 20,688 units, compared with 29,059 units in 1969--representing a decline of 29 percent. Between these 2 years imports of upright pianos declined from 22,142 to 16,168 units (by 27 percent) and imports of grand pianos, from 6,917 to 4,520 units (35 percent). In 1971, imports reversed their decline of the previous year. U.S. imports of all pianos totaled 18,943 units in January-October 1971, compared with 16,924 units in the corresponding period of 1970. Between those two periods, imports of upright pianos increased from 13,143 to 15,143 units (by 15 percent) and imports of grand pianos, from 3,781 to 3,800 units (0.5 percent).

In the 10-month period ending October 1971, Japan accounted for about 96 percent of the quantity and 92 percent of the value of all pianos imported. In 1970 about 78 percent of the 21,000 pianos imported were upright, of which all but a small part were of Japanese manufacture; in January-October 1971, about 80 percent of the total of 19,000 units imported were uprights, virtually all from Japan. 1/

1/ In terms of value, uprights accounted for 57 percent of total imports in 1970 and 58 percent of the total in the first 10 months of 1971.

Two importers probably accounted for all the U.S. imports of Japanese-made uprights--Yamaha International Corp. of Buena Park, Calif., and Kawai Piano (America) Corp. of Harbor City, Calif.; 1/ they are sales affiliates of Japan's two leading manufacturers of pianos and other musical instruments--Nippon Gakki Co., Ltd., and Kawai Musical Instruments Co., Ltd. In 1970, 82 percent of the number and 62 percent of the value of the U.S. sales made by these two importers were of uprights. In terms of quantity, spinets accounted for about 11 percent; consoles (most of which are sold for household use), for about 56 percent; and studio uprights (which are sold mostly in the institutional market), for about 33 percent.

1/ The number of pianos--uprights and grands--reportedly imported by these two concerns in the period January 1970 through October 1971 was equivalent to 98 percent of the total recorded in the official U.S. import statistics.

Employment

Employment of production and related workers in the U.S. piano manufacturing industry averaged 4,141 persons during the first 10 months of 1971, compared with 4,037 persons in the corresponding period of 1970---representing an increase of 2.5 percent. In 1969 the number of production workers averaged 4,253 and in 1968, 4,671. In January-October 1971, three firms, 1/ which employed more than 600 workers each, accounted for about 62 percent of the total number of workers employed by the 15 firms in the industry; four firms, which employed between 200 and 400 each, accounted for 27 percent; and eight firms, which employed fewer than 200 workers each (only one of which employed more than 100 workers), accounted for about 11 percent. The average number of production workers employed by firms in these groups in recent years is shown in the following table.

U.S. piano industry: Average number of production and related workers, by size groups of firms, 1968-70, January-October 1970, and January-October 1971

Item	: 1968	: 1969	: 1970	: Jan.- : Oct. : 1970	: Jan.- : Oct. : 1971
Average number of production and related workers employed by firms having--					
More than 600 employees each (3 firms)-----	2,991	2,666	2,623	2,490	2,546
200 to 400 employees each (4 firms)-----	1,124	1,097	1,087	1,100	1,120
Fewer than 200 employees each (8 firms)-----	<u>1/</u> 556	<u>1/</u> 490	512	447	475
Total-----	<u>2/</u> 4,671	4,253	4,222	4,037	4,141

1/ Includes data for 7 firms; Walter Piano Co. entered the piano market in 1970.

2/ Excludes data for Grinnell Bros. and Lowrey Piano Co.

1/ Each of these firms operates more than one plant, and all are large producers of pianos.

Man-hours worked in the first 10 months of 1971 amounted to about 6.9 million, compared with about 6.6 million in the corresponding period of 1970--representing an increase of 4.2 percent.

The range of average hourly wages paid per plant and average hourly wages paid by all plants is shown in the following table.

U.S. piano industry: Average hourly wages 1/ paid to production workers by plants, 1969, 1970, January-October 1970, and January-October 1971

Item	: 1969	: 1970	: Jan.- Oct. 1970	: Jan.- Oct. 1971
Range of average-per-plant hourly wages:				
Low-----	\$1.94	\$2.00	\$2.11	\$2.22
High-----	3.74	4.02	4.02	4.13
Average hourly wage, all plants---	2.79	3.00	2.87	3.04

1/ Includes payments for holidays, sick leave, and vacations. Based on data reported for 17 plants for 1969, 21 plants for 1970, and 20 plants for January-October 1971. (Estey Piano Corp. ceased piano production in May 1971.)

Prices

Since the submission of the Commission's report in February 1971, wholesale prices in the United States of most best selling models of domestically produced upright pianos have been raised; the increases, most of which occurred during the first half of 1971, ranged between 3 and 10 percent. The two leading importers of Japanese upright pianos raised their wholesale prices an average of about 4 percent during the first half of 1971. Reflecting the imposition of the import surcharge (see section on tariff treatment), wholesale prices in the United States of Japanese upright pianos were raised an additional 6 percent after August 16, 1971. Officials of the two principal importers (Yamaha and Kawai) stated that their firms plan an additional price increase, averaging about 10 percent, on upright pianos in February 1972, as a result of the recent devaluation of the U.S. dollar and the subsequent revaluation of the Japanese yen.

Statistical Appendix

Table 1.--Pianos: U.S. producers' shipments, imports for consumption, exports of domestic merchandise, and apparent U.S. consumption, specified periods 1958 to 1971

Period	U.S. producers' shipments ^{1/}	U.S. imports ^{2/}	Exports	Apparent consumption ^{3/}	Ratio (percent) of imports to consumption
Quantity (number)					
1958-----	159,000	1,882	1,486	159,000	1.2
1960-----	198,000	4,926	1,726	201,000	2.4
1962-----	203,000	5,282	1,092	207,000	2.5
1964-----	220,161	6,866	1,616	227,000	3.0
1965-----	232,809	7,636	1,644	240,000	3.2
1966-----	235,811	10,812	1,627	247,000	4.4
1967-----	211,138	15,661	1,866	227,000	6.9
1968-----	201,902	24,832	2,049	227,000	10.9
1969-----	180,737	29,059	1,704	210,000	13.8
1970-----	173,123	20,688	1,323	194,000	10.7
January-October--					
1970-----	139,115	16,924	1,116	156,000	10.8
1971-----	144,890	18,943	1,556	164,000	11.5
Value (1,000 dollars)					
1958-----	^{4/}	^{4/}	705	^{4/}	^{4/}
1960-----	^{4/}	^{4/}	804	^{4/}	^{4/}
1962-----	^{4/}	^{4/}	659	^{4/}	^{4/}
1964-----	97,334	3,892	806	101,226	3.8
1965-----	104,479	4,626	837	109,105	4.2
1966-----	109,789	6,765	841	116,554	5.8
1967-----	101,388	9,845	897	111,233	8.8
1968-----	99,899	13,236	902	113,135	11.7
1969-----	93,434	16,693	846	110,127	15.2
1970-----	88,828	13,131	897	101,959	12.9
January-October--					
1970-----	71,258	10,811	760	82,069	13.2
1971-----	75,161	11,927	895	87,088	13.7

^{1/} U.S. producers' domestic sales, except for 1958, 1960, and 1962.

^{2/} Data for 1958-68 include harpsichords, clavichords, and other keyboard stringed instruments; imports of such instruments have been negligible. The values shown are estimated wholesale values in the U.S. market, i.e., market values in foreign countries as reported in official U.S. import statistics plus U.S. import duty and estimated freight, insurance, and importers' markup.

^{3/} Producers' domestic sales plus imports, except for 1958, 1960, and 1962.

^{4/} Not available.

Source: U.S. producers' shipments compiled from data furnished the U.S. Tariff Commission by domestic producers; import and export data compiled from official statistics of the U.S. Department of Commerce.

Table 2.--Pianos: U.S. producers' sales in the United States, by types, 1964-70, January-October 1970, and January-October 1971

Period	Uprights				Total	Grands	Total, upright and grand pianos ^{1/}
	Players	Spinets	Consoles	Studio			
1964	3,740	87,511	101,667	21,157	214,075	6,086	220,161
1965	3,460	102,677	97,958	22,377	226,472	6,337	232,809
1966	4,146	100,200	98,947	25,806	229,099	6,712	235,811
1967	4,254	85,058	92,721	22,780	204,813	6,325	211,138
1968	3,306	83,006	88,357	20,875	195,544	6,358	201,902
1969	2,935	85,722	67,800	18,226	174,683	6,054	180,737
1970	3,597	75,938	72,251	16,150	167,936	5,187	173,123
January-October--							
1970	2,214	63,009	55,869	13,655	134,747	4,368	139,115
1971	2,960	67,794	57,211	12,761	140,726	4,164	144,890
	Value (1,000 dollars) ^{2/}						
1964	3,067	34,219	41,132	9,570	87,988	9,346	97,334
1965	2,880	38,635	42,237	10,274	94,027	10,452	104,479
1966	3,573	38,446	44,047	12,357	98,425	11,364	109,789
1967	3,535	34,016	41,842	11,183	90,577	10,811	101,388
1968	2,668	33,835	40,812	10,539	87,852	12,047	99,899
1969	2,329	35,433	34,000	9,697	81,458	11,975	93,434
1970	2,835	30,946	35,967	8,753	78,501	10,327	88,828
January-October--							
1970	1,820	25,804	27,455	7,343	62,422	8,835	71,258
1971	2,398	27,903	28,623	7,264	66,188	8,973	75,161
	Average unit value ^{3/}						
1964	\$820	\$391	\$405	\$452	\$411	\$1,536	\$442
1965	832	376	431	459	415	1,649	447
1966	862	384	445	479	430	1,693	466
1967	831	400	451	491	442	1,709	480
1968	807	408	462	505	449	1,895	495
1969	794	413	501	532	466	1,978	517
1970	788	408	498	542	467	1,991	513
January-October--							
1970	822	410	491	538	463	2,023	512
1971	810	412	500	569	470	2,155	519

^{1/} Because of rounding, value figures may not add to the totals shown.

^{2/} Net sales value (exclusive of benches), i.e., gross sales value f.o.b. plant, less discounts and other allowances.

^{3/} Computed from unrounded figures.

Source: Compiled from data furnished the U.S. Tariff Commission by domestic producers.

Table 3. --Pianos (including player pianos, whether or not with keyboards): U.S. imports for consumption, by types and principal sources, 1969-70, January-October 1970, and January-October 1971

Source	1969			1970			January-October 1970			January-October 1971		
	Uprights	Grands	Total	Uprights	Grands	Total	Uprights	Grands	Total	Uprights	Grands	Total
	Quantity (number)											
Japan	20,993	6,315	27,308	15,135	4,197	19,332	12,285	3,488	15,773	14,611	3,619	18,230
United Kingdom	267	160	427	392	61	453	296	61	357	221	7	228
Ireland	622	127	749	403	29	432	349	28	377	183	8	191
West Germany	163	177	340	59	189	248	52	166	218	16	125	141
Netherlands	17	19	36	134	7	141	124	7	131	52	3	55
Other	80	119	199	1/ 45	37	1/ 82	37	31	68	1/ 60	38	1/ 98
Total	22,142	6,917	29,059	1/ 16,168	4,520	1/ 20,688	13,143	3,781	16,924	1/ 15,143	3,800	1/ 18,943
	Value (1,000 dollars)											
Japan	6,149	3,379	9,529	4,390	3,158	7,548	3,573	2,615	6,188	4,286	2,848	7,134
United Kingdom	108	89	197	148	33	181	116	33	149	100	5	105
Ireland	174	53	227	123	18	141	106	17	123	62	9	71
West Germany	206	321	527	59	388	447	52	331	383	16	250	266
Netherlands	7	10	18	61	4	65	56	4	60	23	7	30
Other	60	145	203	1/ 29	91	1/ 120	25	76	101	1/ 31	103	1/ 134
Total	6,704	3,997	10,701	1/ 4,810	3,692	1/ 8,502	3,928	3,076	7,004	1/ 4,518	3,222	1/ 7,740

Imports differ from those reported in the official statistics of the Department of Commerce; certain entries from Italy, which reflected imports of electronic pianos, are not included in this table.

Source: Compiled from official statistics of the U.S. Department of Commerce, except as noted.

Note:--Because of rounding, figures may not add to the totals shown.

Table 4.--Pianos (including player pianos, whether or not with keyboards):
1/ U.S. imports for consumption, by principal sources, 1967-70

Source	1967	1968	1969	1970
Quantity (number)				
Japan-----	14,308	23,369	27,308	19,332
United Kingdom-----	520	436	427	453
Ireland-----	312	435	749	432
West Germany-----	253	333	340	248
Netherlands-----	43	44	36	141
Austria-----	31	44	39	28
Canada-----	71	48	24	10
Denmark-----	41	32	40	19
All other-----	82	91	96	<u>2/</u> 25
Total-----	15,661	24,832	29,059	<u>2/</u> 20,688
Value				
Japan-----	\$5,202,304	\$7,367,096	\$9,528,679	\$7,548,402
United Kingdom-----	257,771	177,348	196,502	180,680
Ireland-----	79,240	128,366	227,085	141,169
West Germany-----	340,662	430,502	527,368	447,369
Netherlands-----	16,741	19,953	17,581	64,664
Austria-----	78,690	116,253	112,309	81,568
Canada-----	84,469	66,691	18,669	7,305
Denmark-----	20,077	21,218	19,105	13,817
All other-----	52,012	52,520	53,392	<u>2/</u> 16,576
Total-----	6,131,966	8,379,947	10,700,690	<u>2/</u> 8,501,550

1/ Data for 1967-68 include imports of harpsichords, clavichords, and other keyboard stringed instruments; such imports were known to be negligible.

2/ Imports differ from those reported in the official statistics of the Department of Commerce; certain entries from Italy, which reflected imports of electronic pianos, are not included in this table.

Source: Compiled from official statistics of the U.S. Department of Commerce, except as noted.

