

Royal Music Centers  
Founded 1993



Winter 2025  
Volume 33 Number 1

Royal Music  
PO Box 4061  
Middletown, NJ 07748

# Royal Page

[www.playmusiceveryday.com](http://www.playmusiceveryday.com)

732-240-2332

Used Digital Piano  
88 notes  
Made in China

\$139 if picked up

Has closing key cover



## Reggae music legend, Bob Marley, famously sang:

*“Good friends we had,  
good friends we've lost,  
along the way.  
In this bright future  
you can't forget your past  
So dry your tears I say.”*

Over the last five years  
we've lost some good ones.

We miss them, but will not forget them.

Lowrey Majesty LX-510

Golden Oak Cabinet w/rolltop



Once top of the line, Flagship Model  
An Icon of Status for only **\$1375**

Still selling instruments

43 Organs, Digital Pianos  
and Keyboards in stock

Trade-ins accepted for upgrades

Fine Instruments at Great Prices

## Doing Business By The Book For Decades

My job is helping people find the right instrument  
for their needs.

When someone is looking for something I write  
down what they want in the front of a notebook. For  
example, someone tells me they want a Shiny Black baby  
grand piano I make a note.

Another person may tell me they'd like to sell their  
piano. I write that in the back of the notebook. If it's a shiny  
black baby grand I make a phone call and hopefully a  
commission.

While I've listed many of the instruments I have in  
stock in this newsletter. If there is something you'd like to  
have and don't see it listed let me know and I'll put you in  
the book.

I recently found someone an instrument I put in the  
book three years ago. They were glad I remembered them,  
I was happy to be able to earn their trust, friendship & their  
business.

Let me know how I can serve your musical needs.

732-240-2332 or [jeff@royalmusic.com](mailto:jeff@royalmusic.com)





# LOWREY

**Bringing People Together with Music**

Great upgrade from LC series or SE series:

Better than a Pageant, Fiesta, Century, Regency, Jubilee, Voyager, Director, and many others

Trade-ins gladly accepted

**Offered at \$3875**



## Used Lowrey Fanfare Organ

Lowrey featuring Virtual Orchestra technology.

One of the last models from Lowrey, the Fanfare includes Lowrey's new "Live Performance" styles and the "Touch and Play" feature.

The performer section allows you to choose music styles from Full Band, Pianist and Guitarist. 44 upper keys, and 61 lower keys allow you take advantage of the lower split facility where a solo voice can be available to use on the right-hand side of the lower keyboard.

## Setups

- Power Up Sound + 8 General Setups
- 1,614 Total Setups
- 1,296 Style Setups: 9 Setups for each of the 144 Music Styles
- 54 Category Setups: 9 Setups for each Category – Symphonic, Jazz/Swing, Country, +More: Modern, Latin, Nostalgic
- 9 Bank Setups: or Create your own and save with Bank Storage (Save up to 20 groups of 9)
- 246 Song Setups: Complete Setups inspired by a song title

## Dimensions:

45" Wide X 24.5" Deep

# Roland

## AT-500 Atelier Organ

A Next-Generation, High-Performance Home Organ

*Includes Harmonic Bars ie. Drawbars great for fans of Hammond organs*



The AT-500 stands at the head of its price class with a luxurious WVGA touch-screen display, an expanded dual-manual keyboard (49+64) and pedalboard, a 100w stereo speaker system, an infrared D Beam controller, RGB video output, dual USB ports, and much more.

With 250 voices, 195 built-in rhythms, 300 Music Assistant titles and 150 Quick Registrations onboard, the AT-500 delivers top-level performance and flexibility.

- Superb organ sounds and orchestral voices
- Easy-to-use rhythm function
- High-quality built-in stereo speaker system
- Harmonic bars for enhanced organ sound and performance
- Waterfall-style lower keyboard
- Multi-function USB port can be used for optional memory key, floppy drive (FD-01A), or CD drive (CD-01A) (play along with VIMA TUNES songs or audio CDs)
- HUGE Touch Screen
- Roll top cover



Great upgrade from R, S & SL series:

Better than a 30R, 60R, 80R, 60SL, 80SL and many more

Better than all Technics models and most Yamaha Electones

Only one available. Highly desirable will go quickly

Trade-ins gladly accepted

**ONE PREVIOUS OWNER  
MINT CONDITION**

**Offered at \$4550**

# How to Upgrade Your Instrument

Enhancing your musical experience by upgrading your instrument can significantly improve your sound. Better instruments inherently sound better. Here are key considerations when upgrading:

## Key Factors to Consider:

- **Age of the Instrument:** Always upgrade to a newer model. A modern instrument delivers superior sound quality. For example, even a five-year-old model will outperform one that's 20 years old.
- **Placement in Line:** Instruments are categorized by placement within a manufacturer's line. If your instrument is under five years old, upgrade to a higher-tier model. For older instruments (10+ years), even the most basic new models offer significant improvements.
- **Degree of Step:** Choose an upgrade that balances your budget and musical aspirations. Aim for an instrument that challenges and inspires you to grow.
- **Reputation of Dealer:** Work with a trusted dealer to ensure quality and guidance.
- **Trade Value:** Upgrading every three years or less maximizes your trade-in value and keeps your instrument fresh.

## We Take Trade-Ins

*Upgrade your instrument today*

The average home hobbyist musician upgrades their instrument every 3 - 5 years.

Tempus Fugit (time flies).

You likely own your instrument longer than you think.

## Additional Tips:

- **Invest in Growth:** Think of your new instrument like buying clothes for a growing child—choose one you can grow into. This approach reduces frequent trades and ensures your investment lasts.
- **Reignite Your Passion:** New features and sounds can reignite your enthusiasm and creativity, making your practice sessions more enjoyable.
- **Trusted Dealers Matter:** At Royal Music, our experienced staff ensures you find an instrument that suits your skills, budget, and musical goals.

*Upgrading your instrument can transform your playing experience, making it more enjoyable and inspiring. Take the leap and let Royal Music guide you to your next perfect instrument.*



*"Music should strike fire from the heart of man, and bring tears from the eyes of woman."*

- Beethoven

## Musical Laughs:

If you drop an accordion, a set of bagpipes and a viola off a 20-story building, which one lands first?  
Who cares?

How do you fix a broken tuba?  
With a tuba glue.

Did you hear about the time the bass player locked his keys in the car?  
It took two hours to get the drummer out.

What's the difference between a banjo and a chain saw?  
The chain saw has greater dynamic range.

How many country & western singers does it take to change a light bulb?  
Three. One to change the bulb and two to sing about the old one.

Know how to make a million dollars singing jazz?  
Start with two million.

How many bass players does it take to change a light bulb?  
None. They let the keyboard player do it with his left hand

## Keyboard Crazy Month January 2025

January is officially Key Crazy Month. It has been over 15 years since our last key crazy week. (In the past it was a one week event.)

Receive extra trade allowances (up to \$350 off) when you trade in your portable keyboard for a cabinet style instrument. (Piano or Organ)

*Example: trade Casio worth \$75 get an additional \$150 total trade allowance. \$225 towards the purchase of any in stock cabinet instrument.*

## Practice Makes Perfect

1. Play every day. It will improve your playing much more than just practicing once a week.
2. Flex your fingers to make them supple before starting to play.
3. Warm your hands if they are cold.
4. Choose times to play when you can be by yourself. Nothing is worse than having other people listen while you are learning to play.
5. Start playing everything slowly. When you can play the piece evenly and smoothly, gradually work up to the right speed. You won't get it right if you start out too fast.
6. Try to learn something new every week. Don't be discouraged if you are not getting everything right the first few times around.
7. Be patient. Make sure you can play every piece smoothly before you go on to the next tune.
8. If you have problems with one particular part, practice that part separately until you've mastered it, then try the whole tune all the way through.
9. Try to play keeping your eyes on the music, not on your hands or the keyboard.
10. Polish your playing. Correct mistakes before they become bad habits.
11. Relax by playing music you already know. Enjoy yourself.

The following poem was read at my grandfather's funeral. These past few years we've lost many customers, students and friends of Royal Music. I honor them by including it.

## GOD'S GARDEN

God looked around His garden  
And found an empty place.  
He then looked down upon the earth,  
And saw your tired face.

He put His arms around you  
And lifted you to rest.  
God's garden must be beautiful  
He always takes the best.

He knew that you were suffering  
He knew you were in pain  
He knew that you would never  
Get well on earth again.

He saw the road was getting rough,  
And the hills were hard to climb.  
So He closed your weary eyelids,  
And whispered "Peace be thine."

It broke our hearts to lose you  
But you didn't go alone  
For part of us went with you  
The day God called you home.

## Handyman Special ~ Roland Atelier AT-15

Like other top-grade Atelier models, the AT-15 offers a selection of exceptionally authentic, high-quality organ sounds including full organ, jazz organ, pipe organ and theater organ. You can also take advantage of a variety of orchestral voices for more enjoyment

### High-Quality Reverb

To further assure a rich, atmospheric organ sound, the AT-15 features a high-performance reverb. Thanks to the incredible room-filling ambience this creates, you'll think you're playing in a cathedral.

### Split Function & Authentic Piano Performance

For extra performance versatility, you can use the Split function with the 61-note lower manual to select two different instrument sounds. The AT-15 also offers a damper pedal to let you perform as if you were playing an acoustic piano when using a piano voice.

### Registration Buttons

The eight Registration buttons located between the upper and lower manuals enable easy operation while playing. Just press a button to quickly change voices and other panel settings, such as volume balance, solo split point and reverb, for incredible ensemble performances. You can also store registration settings on a floppy disk.

### "One Touch Program" for Automatic Accompaniment

Fun comes easy with the AT-15. Simply select a rhythm such as Big Band, Latin, Waltz or Contemporary Pops, and press the One Touch Button. Then play just one or two notes with your left hand and Automatic Accompaniment provides accompaniments with the feel of a real band. After that, you can enjoy playing the melody with an amazing accompaniment.

### Harmony Intelligence

For even more single-finger playing fun, Harmony Intelligence automatically adds beautiful harmonies to your right hand performances.

When New MSRP \$4,490



Includes padded bench.

Full featured Atelier organ in a space saving, fits anywhere design.

One Available @  
**\$375**

**Lowrey LX-2000 Millennium**

Limited Edition  
 ~ Bench with a backrest  
 ~ 25 Console pedals



Previously Owned Roland  
 Atelier AT-10S



**Lowrey Voyager**

\$200 w/ pick up  
 \$275 delivered  
 Includes: bench / book



**Roland AT-90R**

**All organs tested  
 and fully operational**

***These instruments are  
 in stock & available***

***Priced at below  
 market prices***

***For more info:  
 732-240-2332***



**Lowrey Fiesta**  
 A musical party  
 in your living room!

**Rhapsody**  
 top of the line features  
 Walnut finish  
 Rolltop cover  
 Touch screen  
 And more



Cherry Wood Royale  
 First touch screen Lowrey  
 One only \$1800



**Several Elite Series  
 Touch Screen  
 Lowrey Organs  
 In Stock**

- Rhapsody SU-400
- Sensation SU-430
- Performer SU-430
- Royale SU-500
- Stardust SU-530

*Own your dream instrument for  
 a fraction of its original cost*



**Lowrey  
 Conductor**  
 Space saver model  
 Fits anywhere

37 1/2" wide  
 18 1/2" deep  
 Includes bench

Lowrey Performer in Oak  
 A baby Stardust **\$3200**



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## The Story of Royal Music

When Royal Music opened its doors on May 17, 1993, it began as a dream. The inventory on opening day was modest—just 4 organs, 2 digital pianos, 1 keyboard, and a small rack of EZ Play songbooks. Over time, Royal Music grew to boast the best selection of home organs in the Northeast.

However, with both Lowrey and Roland discontinuing their production of new home organs, I made the decision to close the Toms River store. Today, I operate out of the warehouse as a one-man operation, specializing in selling and servicing pre-owned instruments. This streamlined approach has allowed me to reduce overhead costs, pass along significant savings, and offer incredible deals on quality instruments.

To make space in the warehouse, I'm looking to downsize from 40 instruments to 20 or 25. This means some lucky buyers will find the deal of a lifetime.

If you've been thinking about owning a quality instrument, now's the perfect time. Let's talk—call me at 732-240-2332.

## Lowrey Regency Model SE-10

**90% OFF the original new selling price.**

The SE-10 Regency has an updated speaker system and many more presets than the previous generation of Lowrey organs.

The quality of the sounds is way better.

***The piano sounds amazing!***

**New \$7000**

**Pre-Owned \$700**

*(Only two available at this special price)*



**L@@K ...**  
**No pedals**  
**They are**  
**Automatic !!!**



## Special Of The Month Lowrey EZ-4 Virtual Orchestra

The Lowrey EZ4 Virtual Orchestra is a rich sounding and simple to use musical instrument that puts a full ensemble at your fingertips. Great for budding musicians, children, and casual players looking to play music with ease!

The 61 Key Lower / 44 Key Upper cabinet with onboard full-stereo speakers is compact and light, making it a cinch to fit just about anywhere in the house, and an impressive library of sounds and rhythms lets you play wide variety of musical styles with ease.

**MSRP**  
**When New**  
**\$4,699**

**Special**  
**Price**  
**\$899**



***Includes: FREE Local Delivery, Matching Bench, Owner's Guide***