

John W. Cauffman Co.

Elkhart, IN

- 1916 John W. Cauffman (1916-1995) is born in Elkhart.
- 1930 John is living at home and his father Frank is a band instrument assembler (census).
- 1938 John W. Cauffman, tool & die maker, #1100 E. Beardsley (marriage cert.).
- 1949 John files for a patent on his hyperbolic mouthpiece.

The earliest ads found are from late 1949 as below from *Down Beat* magazine in October. 1810 Sterling Ave.

Presenting The "CAUFFMAN HYPERBOLIC"

old way hyperbolic

AN ENTIRELY NEW CONCEPTION OF CORNET MOUTHPIECE DESIGN

- OPENS UP THE HORN TO ALLOW FULL TRUE RANGE
- ADDS AT LEAST 3 NOTES TO THE HIGH RANGE
- NEAREST APPROACH TO PERFECT LIP FIT EVER DEvised
- THE MOST FLEXIBLE MOUTHPIECE EVER MADE
- SOLID BRASS PLATED IN SILVER OR GOLD 1/2" & 3/4"
- AVAILABLE FOR CORNET AND TRUMPET

PATENT PENDING

THE J. W. CAUFFMAN CO. 1810 STERLING AVENUE ELKHART INDIANA

Here's another from December 1949.

"We enthusiastically endorse this sensational new mouthpiece"

JOHNNIE MCCORMICK
TERRY GRECO
FRANK NICHOLS
— WITH LOUIS PRIMA

CAUFFMAN HYPERBOLIC

THE J. W. CAUFFMAN CO. 1810 STERLING AVENUE ELKHART, INDIANA

1951

THIS IS WHAT THEY SAY!!

ABOUT THE AMAZING CAUFFMAN HYPERBOLIC

"Your mouthpiece is truly revolutionary in the field of cornet and trumpet playing. I am enjoying playing ease I have never known before. The mouthpiece I was using suited me fine until I tried the 'HYPERBOLIC.' I didn't think such a difference could be possible."

.....Henry F. Tate, Band Director
Dublin High School, Dublin, Georgia

TRY IT TODAY AND TREAT YOURSELF TO A REVELATION FOR TRUMPET & CORNET AT BETTER MUSIC DEALERS

DESIGNED TO FIT THE LIP

THE J. W. CAUFFMAN CO. BOX 233 ELKHART, INDIANA



1952 John granted patent #2,594,869 for his mouthpiece.

March 1952 *Down Beat* magazine. Selling through Selmer.

designed to use more lip!

CAUFFMAN HYPERBOLIC
CORNET AND TRUMPET MOUTHPIECE

With the Cauffman the complete playing range of the horn is made much easier. Pressure is distributed over a greater area because you lay more lip on the rim. You owe it to yourself to try it. You'll be amazed at the difference a Cauffman Hyperbolic can make in your playing!

- Richer, Fuller Tone with less Effort!
- Add at least 3 Notes to the High Range.
- The Most Flexible Mouthpiece You Ever Played!

Try the Cauffman Hyperbolic or Your Dealer Today!

Selmer

H. & A. Selmer Inc., Elkhart, Ind.

ED CHENETTE

BAND MASTER
INSTRUCTOR
COMPOSER
MEMBER
AMERICAN BAND
MASTERS ASSOC.
NATIONAL CONTEST JUDGE
AND AUTHORITY
ON APPLIED
ACOUSTICS

SAYS

"I UNCONDITIONALLY RECOMMEND THE
CAUFFMAN HYPERBOLIC
TRUMPET AND CORNET MOUTHPIECE

About a dozen of my students are using your Hyperbolic mouthpieces, and the results are amazing. Actually the students here get a three note wider range in seven hours practice time, and a much richer, fuller tone than before with a lot less effort. This invention of yours marks the greatest step forward since the time that brass instruments have been built. The Principle is absolutely right. It takes to Horns Red of the lip -- the muscle to hold the mouthpiece and the red to play on. Satisfactory progress is SO much easier. No owner of a brass instrument should be without a 'Cauffman Hyperbolic' mouthpiece."

old way hyperbolic

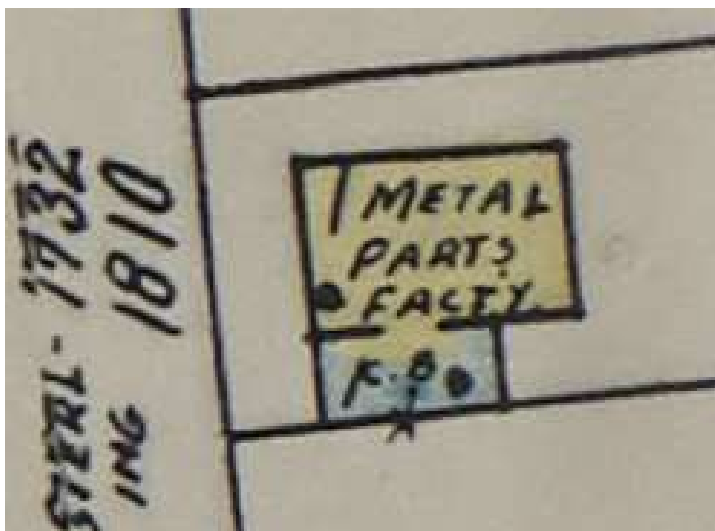
Silver or Gold at 9 and 10 dollars

IF UNABLE TO TRY IT
AT YOUR DEALER
WRITE DIRECT TO
The J. W. Cauffman Co.
1810 STERLING AVE. ELKHART, INDIANA

The ads at right are from the 1950 (top) and 1958 *International Musician* magazine.

1950 Sanborn map showing the small, 20'x30' shop.

This is now an empty lot.



TRUMPETERS

CAN THE
HYPERBOLIC
MOUTHPIECE

HELP YOU
as it has
so many
others?

find out
this easy way

Simply write and tell us that you would like to try the Hyperbolic mouthpiece and give us the name of your favorite music dealer. That's all you need do. Write today.

Pat. No. 2,594,869

Conventional Hyperbolic

J. W. CAUFFMAN CO.
P. O. BOX 233 ELKHART, INDIANA