

THE SOONER TUNER

NEWSLETTER OF THE OKLAHOMA CHAPTER
OF THE PIANO TECHNICIANS GUILD, INC.



DECEMBER 1,
1988

CHRISTMAS PARTY: DECEMBER 10

This year our party will be a potluck dinner in the home of David and Rhaelynn Bonham. Bring your spouse (or spice), your favorite casserole and an appetite. We can sing Christmas carols (if they can get that piano tuned) and enjoy the fireplace and fellowship. Bring a



swim suit if you would like to get into the hot tub. Let them know by Sunday whether you are coming and what you would like to bring. Call 721-0566.

If you haven't been at our events recently (or ever) this would be a great time to visit. Come get (re-)acquainted! This will be our only December meeting.

David and Rhaelynn live at 8104 N. Brookside Drive in far northwest Oklahoma City. From the intersection of Northwest Highway and MacArthur, go west one long block to the light and turn right. Theirs is the second house on the right after some stores on the corner.

BUSINESS METHODS and ETHICS?

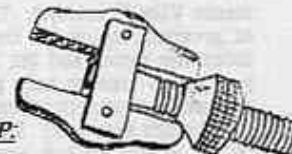
Tim Hast, RTT, presented our technical last month on business practices. He shared a number of ways he has discovered to improve his efficiency, including such things as buying in bulk, mapping out jobs and shopping trips, and keeping careful records of time and materials for each job.

A most interesting discussion followed his presentation. We talked about pricing of jobs, competition, short-cuts, and quality of work. As an example from our discussion, consider the following: You replace a set of plastic elbows in your shop in about four hours and charge perhaps \$100. If you learn how to do a comparable job in the customer's home in half the time, should you reduce your rate? Or let's

say that you have spent 8 hours cutting and fitting pinblocks. With experience and better tools you cut two hours off that time. Should you charge less? If there is someone advertising piano tunings for \$25 in the newspaper, should that influence your own tuning price? And how much of your time does a customer deserve for a \$45 tuning fee?

Part of what I appreciate most about our profession is that it is not regulated. We set our standards and our prices individually. A lot of judgement is involved, and obviously the customer is vulnerable to abuse of his or her trust. I am affirmed each time my advice or work is requested or whenever someone is pleased with what I've done. It is really quite personal, and I like that. Perhaps this is why this discussion was so interesting to me. Sharing on a more personal level left me feeling good about having gone out on that cold wet Saturday and participating in our group.

David



TECHNICAL TIP:

In his mini-technical at our last meeting, Gary Bruce, RTT, showed us his method of installing drop-lifter elbows. His original use of the "Handy hammer and butt-boring jig" which is available from Schaff for under \$3, seemed worthy of special mention. He uses this tool in his variable speed drill to hold the wooden elbows and turn them onto the threaded wires clamped in his portable vise. Thanks!

BE READY FOR A SURVEY SOON



about possibly changing our meeting times to Thursday evenings from about 7-9:00. Several members and potential members are unable to participate on Saturday afternoons.

PRESIDENTIAL PEARLS:

Dear People:

Another year is coming to a close. Many significant events, important accomplishments, and a greater closeness of fellowship have transpired.

There are those of you who have given unendlessly in hours of service to the Oklahoma Chapter, PTG. Obviously this action is simply an extension of what you represent in other areas of daily living, such as in your homes, your families, your places of business, your church activities, your hobbies, your special interests, and your social circles.

If it weren't for the "Unseen Artists" that you truly are, there would be fewer opportunities for others, who are temporarily unable for one reason or another to experience the blessings and gifts of God you share so freely.

During these holiday times and into the following new year, may the Spirit of Christmas forever shine in your lives to all of those who still seek to know Him, whom to know is Life Eternal.

In the Heart of God I AM.

Keith

Keith A. McGavern

PROGRAM OUTLINE FOR 1989:

Tim Hast, RTT, is our Program and Arrangements Vice President. The following is a list of program topics for the coming year. Consider the topics and let Tim know which ones you would like to help present. (That gives you more choice than waiting for him to call and assign you one!) Don't think you need to be an expert in the area. Instead, pick an area you are interested in or need to learn about and explore it.

We are changing our technical format. Instead of having a five minute mini-technical and an hour-plus major technical, the plan is to have two brief technicals of about 15-20 minutes each and fill out the hour with group participation/discussion. This should help keep our programs shorter and more focused.

- Jan. 21 1. Preparation for Regulation
2. Keyframe/action alignment and spacing



- Feb 18 3. Action and key cleaning
4. Bedding the Keyframe
Mar 18 5. Hammer filing
6. Action centers
Apr 15 7. Prerequisites for regulating:
Key easing/springs/shank height
May 20 8. Leveling keys
9. Hammerline
Jun 17 10. Repetition spring adjustment
11. Jack-knuckle relationship
Jul 10-14 National Convention in Portland, Or.
Aug 19 12. Repetition lever height
13. Let-off
Sep 16 14. Touch and aftertouch
15. Drop-screw regulation
Oct 21 16. Key weighting
Nov 18 17. Damper up-stop rail
18. Damper touch and repairs
Dec 9 Christmas Party

FOR SALE

Ivers and Pond baby grand, rebuilt in 1934 by Gary Bruce. \$1650

Yamaha G-5 6'6" grand, 16 years old, ebony, at OCC. \$3500

Peterson Model 420 electronic tuner, \$250

(contact Gary Bruce for above three items, at 348-3213)

1964 Musette spinet player piano. Very good condition, \$1850.

Twelve used 45" studio uprights for sale at OU. Highest bidder takes each in these next two weeks.

(contact David Bonham for these last two items, at 721-0566)

EDITORIAL STAFF:

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405-721-0566



Journals for sale:

- 1981 - October, November, December.
1982 - January, July.
1984 - March, April, May, July, August, September, October, November, December.
1985 - January, February, March, April, May, June, July, September, October, December.
1986 - January, February, March, April, May, June, July, August, September, October, November, December.
1987 - February, March, April, May, June, July, August, September, October, November, December.
1988 - January, February, March, April, May, June, July, August, September, October.

Price: \$3.00 each. All proceeds go to Oklahoma Chapter Treasury.
Contact Keith McGovern, RTT, 275-B600 if interested.

-----NOTICE-----

If you currently subscribe to or are interested in subscribing to the Tool and Bailee insurance offered through the Piano Technicians Guild, please note the following: Sunset Insurance Associates is no longer the administrator of this plan. Any inquiries and/or claims should be directed to:

Mr. Jerry Kiser
NOWOGROSKI INSURANCE ASSOCIATES
4328 Brooklyn Avenue, N.E.
Seattle, WA 98105
206-632-1110

ANNOUNCEMENTS:

- 1) New address for Home Office: Piano Technicians Guild, Inc.
P.O. Box 22529
Kansas City, MO 64113-2529
- 2) Any final Oklahoma Chapter, PTG expenses for 1988 must be turned in to Carol Bienenmann, Treasurer by January 10, 1989 for approval and reimbursement.
- 3) Idea for Christmas gift - Give to a potential member a year's subscription to The Sonner Tuner. Not only will you be introducing these people to our ranks, but this act will also contribute to the financial growth of the Oklahoma Chapter, PTG.