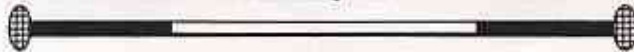


“THE SOONER TUNER”

“HAPPY NEW YEAR”

Official Newsletter, Oklahoma Chapter 731  
The Piano Technicians Guild, Inc.  
January '96



NEXT MEETING

JANUARY 18TH, 1996  
9AM, THURSDAY

DIRECTIONS:

From I-35 and Danforth exit  
go west to Bryant, then north to Tim's place,  
3631 North Bryant, #359-0440

January Technical: Keith McGavern, RPT  
*The Teeter-Totter Effect*

Basically, this will be learning a little more about key weight.  
Something to the effect of when to leave well enough alone,  
or when to enter in and attempt to make changes.

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OFFICER'S PLANNING MEETING FOR 1996

to be held @ 8AM the same day, same location.  
This is an open meeting. Anyone else is welcome  
to attend and offer input for the new year.

David Bonham, President.....	405-721-0566
Tim Hast, Vice President.....	405-359-0440
Darin Niebuhr, Secretary.....	405-329-2970
Norman Cantrell, Treasurer.....	405-272-9687
Keith McGavern, Newsletter.....	405-275-8600
(PO Box 1585, Shawnee, OK 74802-1585)	
(E-mail address: kam544@ionet.net) (change of address)	

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## ONE FOR THE RECORDS

While we are measuring beats, here is what some other folks are up to.

### The Amateur Scientist

Measuring micrometabolism - how fast does a beetle breathe?  
(from Scientific American - Online) Imagine that!

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## SIDENOTE

Read this in INC magazine, Dec '95, page 13. For some reason  
I thought maybe somebody out there might be interested.

*"Two guys are walking through the jungle when a lion appears on the path ahead of them. One of the two starts putting on a pair of running shoes. 'Why bother with running shoes?' says the first. 'There's no way you can outrun a lion.' 'Who said anything about outrunning a lion?' says the second. 'I just want to outrun you.'"*

--Ichak Adizes, author of Corporate Lifecycles:  
How and Why Corporations Grow and Die and What to Do About It  
(Prentice Hall, 1988)

(on the importance of knowing what it takes to win  
in a competitive environment)

## **PIANOTECH (Internet) STUFF**

*"Pricing policies, etc."*

*by Kent Swafford, RPT*

Subj: Pricing policies, etc.  
Date: Mon, Dec 11, 1995 9:44 PM CST  
From: pianotech@byu.edu  
X-From: k.swafford@genie.com

Paul Dempsey wrote:

>...I will always do the best work possible and charge accordingly.  
>Isn't the whole idea to leave each and every piano in the best  
>possible condition according to your capabilities rather than  
>doing one kind of work on piano A and a different kind of work  
>on piano B? Just my two cents.

Kent Swafford, RPT responded:

...I have heard many piano technicians say that they have learned how good their work needs to be in various situations. I have to admit that I have never understood this at all.

I don't think we can ever be sure who we are really tuning for (who will hear and judge our work)...

...it got me thinking. Our customers do not tell us the whole story. The whole story is none of our business. If we decide to do less than our best work, based on the probably incomplete information we have about who we are tuning for, we might just be dead wrong.

Two days ago on Saturday, I tuned an old Baldwin upright, the kind that used to be a player piano. The referral had come through high class channels, which is why I had no hesitation about making the call on an old upright. But the piano was a mess. I did a few repairs and adjustments and did the best tuning I could. When I was through, a 10 (or so) year old kid appeared, sat down and launched into a thoroughly wonderful performance of a lovely classical piece (Schumann, maybe?). I'm sure I looked real dumb standing there with my jaw on the floor, but the truth was that between that kid's playing and my tuning that old piano sounded pretty darn good.

I was sure glad that I hadn't sloughed off that tuning.

## 1996 SCHEDULED MEETINGS

NONE

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### LAST MEETING

Gee, we had a lot of folks at the Christmas Gathering at Darin & Kristin Niebuhl's home. Lots of terrific food, I mean *TERRIFIC* !! Great music and fellowship. It was still going strong when I left about nine o'clock. There were close to twenty people at one point in time.

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### PRESIDENT'S MESSAGE

What's new for you in 1996? I'd encourage each of you to ponder that question if no answer readily comes to mind. One week into this new year is a good time to evaluate whether we are on track with any changes or resolutions we made for this year.

Among other things, I've resolved to put my garage tools and supplies in better order. I've saved hardware and miscellaneous stuff for years--knowing how valuable it might be some day. But the piles got out of hand, making it too hard to find what I needed--including the tops of my workbenches. I've spent perhaps forty hours in the last two weeks sorting things as small as nuts, bolts, springs, and hinges. I've grouped tools, electrical supplies, plumbing items, project lumber, and broken items needing repair. I've thrown out some things, but mostly organized what I had. I even had some empty drawers to give my son, Wes, for his garage projects.

One of the most gratifying results of this effort is a change in my attitude about finding something around the house that needs fixing. Knowing where the tools and parts are and having a clear space on my workbench makes the job so much more appealing. I am by nature a resourceful, fix-it type person, but I had let my workspace and my mental space become so cluttered as to partially paralyze me. I have a long way to go, but I'm excited to see this much progress already!

Here's to 1996 being a great year for each of us!

David Bonham

## **The "Kick" Zone**

(closely related to after touch)

from  
Keith McGavern, RPT

"The cause of major problems is not checking minor ones."  
(Cable Volkswagen, OKC, 11/1/95)

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"Ask five piano tuners their opinion,  
and you will get seven different answers!"  
(author unknown)

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"Our words and our deeds should say the same thing."  
(church marquee, Shawnee)

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"Have you heard about the piano technicians' Alzheimers?  
Gradually all memory goes until all you remember  
is how you would have done it differently. If you had been doing it."  
(Bill Ballard, RPT)

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"Every job is a self-portrait... Autograph your work with excellence."  
--Seen on a sign giving instructions to the cleaning crew  
of a lighting store in Matawan, NJ  
(from Guideposts, December 1995, page 56)