

“THE SOONER TUNER”



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

NEXT MEETING

August 22, 9am, Thursday
Albert Evans Pianos and Organs
4100 North MacArthur
Oklahoma City, 405-942-1838

Market Perspective on Piano Sales

Electronics vs. Acoustics

by Albert Evans, RPT

plus Dearborn Convention notes from Norman Centre[®], RPT,
David Bonham, RPT and Keith McGavern, RPT

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LAST MEETING

"Take me out to the ball game..." That's what the Oklahoma Chapter did, took itself to the OKC 89'ers ball game. While the showing of participants was meager in number, the spirit of enthusiasm was LARGE! Peanuts, cotton candy, soda pop, pop flies (is that a new treat you ask), foul balls (one came very close to us), etc.

MISCELLANEOUS

Kimball Company in French Lick is now called Spring Valley Manufacturing

Arnold Lukowitsch, RPT of Tulsa Chapter, David Bonham, RPT, Norman Cantrell, RPT, and Keith McGavern, RPT were in attendance at the Dearborn PTG Annual Convention.

1996 SCHEDULED MEETINGS

September 19th, 9am, Thursday, (location undetermined)
 Technical: Keith McGavern, RPT

October 15th, 9am, Tuesday, Gary Bruce's place

November 14th 9am, Thursday, Gilliam Music, Edmond (not confirmed)

December 6th, Christmas Banquet

PIANOTECH (Internet) STUFF)

"Getting Paid"

by Jeffrey T. Hickey, RPT, Eugene, OR Chapter

Getting paid by any bureaucracy, from school districts to churches, can be a real challenge. Years ago, I got a tip from a department-head at a college: Always offer a "Prompt-Pay" discount on your invoice before heaving it into the paperwork quagmire of any bureaucracy ...

Giving them a 5 to 10% discount for payment within 10 days or two weeks always gets a quick response from the penny-pinching types in these times. Hey! How can they justify the "extra-expense" of paying late? These accounting departments have to answer to an auditor every year, and missing an opportunity to save ANYTHING raises a flag. Put a broad red circle around that offer, and use the terminology they are used to, and they WILL issue that check immediately.

What wording? Try this on your next invoice to a church, school, or university:

*****10% discount net 10 days*****

If mailed by "INSERT DATE", send only \$xx.xx

.....
(Based on a \$xx.xx service charge)

Adding the "Net 10 days" to the invoice... has led to a very reliable way to GET that invoice paid in a timely fashion.

... a prompt-pay discount with a time-limit IS effective at producing a check in the mail from almost ANYONE. Try it. It works.

PIANOTECH (Internet) STUFF)

"Side Note Humour"

by John Plesik, Associate, San Diego, CA Chapter

...I currently tend to be more of a "repair, regulation, shop work" type as opposed to the "finesse tuner" type. But, since tuning is the "bread and butter" of our craft, one cannot ignore it (tuning). (Although, I sure enjoy the steak and eggs!)

PIANOTECH (Internet) STUFF)

"Slippery Ivories"

by Les Smith, Pianotech contributor

...don't think that you want to be washing those old ivories with water. Water (and water-based glues) can cause the ivory to warp; also, water can seep through the pores of the ivory and lift the key top from the key stick. Secondly, when the rebuilder buffed the keys, he probably did so on a power buffing wheel, using tripoli, or a similar buffing compound. When buffing ivory this way, they come out looking like glass, but lose, in the process, those tactile properties which make ivory desirable in the first place. All is not lost, however, assuming that the ivories are still flat.

Pull several keys from the middle of the keyboard. Holding the ivory at almost eye level, view the head from the side, with a light behind it. Is the surface of the head flat, or is there a depression in the head caused by wear and tear from 3/4 of a century of playing? In most pianos with original ivory you will find some wear. In extreme cases I have seen the front of the ivory completely worn down to the wooden key stick. If the heads show a lot of wear, you'll probably be better off replacing the key tops. If the heads show only minimal or moderate wear, you can try the following.

First separate the action from the key frame and set it aside. Next remove the black keys, so that only the white ones remain on the key frame. Using a long piece of wood between the key buttons and the ivory tails, clamp down the keys so that they are in their "down" position. Next take some 320 grit sanding paper on a rubber sanding block, and sand the ivory heads and tails -- FROM BACK TO FRONT ONLY, NEVER SIDEWAYS!-- until all traces of the glossiness is gone. When finished, clean the sanded ivories with a soft cloth, DAMPENED with naphtha. Next, repeat the back and forth sanding operation, but this time use 0000 steel wool dampened with naphtha. When finished clean the ivories thoroughly with a soft cloth dampened with naphtha. Put the black keys back in the key frame, reattach the action, put it back in the piano and you're ready to go. In the future, when the ivories get dirty, clean them with a soft cloth dampened with naphtha. If they get really dirty, you can clean them with 0000 steel wool dampened with naphtha. Then go over them a second time with a soft, dry cloth.

I do a lot of work on vintage pianos with original ivory keyboards and the procedure out-lined above has worked for me for almost 40 years.

PRESIDENT'S MESSAGE

It's August and another PTG National Convention has come and gone. I do wish every one of you could have attended. Every class I attended was worth while with no duds. I was able to renew some old acquaintances and make some new ones. It is always nice to put faces to names which we hear or see. It was interesting that as a result of this year's convention all three of us who attended, Keith McGavern, David Bonham, and myself are now owners of new tuning levers. Who says you can't teach an old dog new tricks. In addition I have already implemented several to this months meeting for a quick overview of the convention. Who knows, if you stay late and twist some arms you may get a more in depth discussion.

A book which I am now reading is called Organizing for the Creative Person by Dorothy Lemkuhl and Dolores Cotter Lamping. I am finding it fascinating and probably a wonderful help for most of us in the tuning business. Since most of us came into this profession via the arts and not the Harvard School of Business, our business sense can often be somewhat lacking. If you have ever wished for a better way to get things done or just tripped over your last three weeks work on the way to answer the phone, this book might just be for you. It is available in the OKC Public Library.

At this month's business meeting which I promise will be short, be prepared to give some suggestions about technical presentations you would like to see offered at our chapter meetings. The other area you need to scratch your head over concerns the chapter treasury. As most of you know we have out spent our income for the last three years. I wish we were the federal government and could just print more money, but the last chapter that tried that all ended up on Alcatraz for an extended vacation. Come to the meeting with some ideas for generating funds and potential chapter dues increase. No idea is too wacky to consider, so be prepared to give your two cents worth. (no pun intended)

One idea which was shared at the Regional caucus came from the South East Texas chapter. At each chapter meeting they have a question and answer period, not a new idea so far. The difference is that they have a fifteen minute time limit for discussion time. I think we will try this format in August, so come with a fifteen minute question in mind. Thanks in advance to Albert Evans for hosting this month's meeting. I am looking forward to seeing you there.

Norman Controll, RPT

Recommended Reading

The Sooner Tuner

published by
Oklahoma Chapter 731
Piano Technicians Guild
Subscription rate \$10 for one year

(Contact any of the chapter officers listed inside for more information)

The "Kick" Zone

(closely related to after touch)
from
Keith McGavern, RPT.

As Abraham Lincoln said in his meditation on Proverbs 25:11,
"A word fitly spoken is like apples of gold in pictures of silver."
(from Jeff Keys on Urantia Foundation Listserve)

THE BOOMERANG THEORY:

When you give your best to the world, the world returns the favor.
(H. Jackson Brown, Jr., "A Hero In Every Heart")

"If you take the cross and carry it lovingly,
it will become to you like wings to a bird and sails to a ship."
(by Samuel Rutherford)
(from "Angels On Earth", A Guideposts Publication, July/Aug 1996)

"I always like to remind people of this simple truth:
A saint is a sinner who never gave up!"
(Paramahansa Yogananda)