

# The Sooner Tuner

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



HAPPY VALENTINE'S DAY!

FEBRUARY, 1999

## PRESIDENT'S MESSAGE

Well it's that time of year when we all get to begin to put together all our financial data so we can begin to prepare for income tax season. If you made more than you expected I guess it is time to schedule that big shop job or button down to tune a few extra pianos just to "pay your fair share" of the nations tax burden. If on the other hand this past year was less than stellar it is time now to begin to make plans for adjustments.



A few months ago we had a very lively discussion at breakfast on just what was required to fund our businesses in a profitable manner. Several comparisons were made concerning how we as piano technicians rate in relation to other industries. What sort of benefits should our customers expect to provide for us through the prices we charge. What sort of retirement package we can provide for ourselves and what kinds of health care can we expect.

I have thought a lot about these issues over the past few months as I have tried to serve not only as your President but also as Chairman of the Economic Affairs Committee. I have just completed reading a book on Business planning and am intent on implementing some of the strategies I found to try to make 1999 more profitable and more manageable. If you are like me it is sometimes easy to feel like your business is running you rather than the other way around. The secret is in good planning. Most of us would

like to see an increase in our income for 1999. Remember that just an additional \$50.00 per week results in an annual increase of over \$2500.00. If you think of that \$50.00 as just an extra \$10.00 per day increase in sales it is really easy to attain. \$2500.00 would make a nice contribution to an IRA or some other retirement vehicle. Good luck with your planning and your taxes.

Norman Cantrell, RPT

### Next Chapter Meeting

February 18, 1999

8:30 A.M.

at David Bonham's

10717 N. Eastlake Cir.

Oklahoma City

From MacArthur & Hefner go  
south to Eastlake Drive west 1 block to  
Eastlake Circle then right to David's

### The Sooner Tuner

is the monthly publication of the Oklahoma Chapter of the Piano Technicians Guild, Inc.; Norman Cantrell, RPT and Ben Davis, RPT, Editors. All Articles may be reproduced without further permission. Please credit the author and publication. Send contributions to: Norman Cantrell, Editor; The Sooner Tuner; 2251 N. W. 19th; Oklahoma City, OK 73107

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### *Meeting In Review*

Last month's meeting was held at Norman Cantrell's new shop. The attendance was rather bleak with only four in attendance including one guest. As such no business of any sort or significance was conducted but the Treasurer reported a bank balance of \$1419.45. Norman did give a report on the State of the Chapter as of the beginning of 1999. The report focused on membership and it was reported that we had four fewer members from the same time last year. Two had dropped their membership and two others had transferred to other chapters.

A technical presentation on the replacement of damper rod lift hooks was presented by Norman. The method involved fabricating the hooks from rod stock and securing the hooks into the damper rod using JB Weld to hold it in place. This is a shop repair and requires the JB Weld to set up over night before returning the damper rod to the piano.

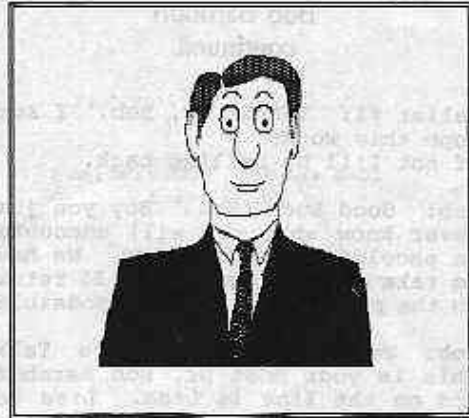
## TOOL OF THE MONTH

During the show and tell portion of the last meeting a couple of clamps were shown. These were a small version of the Quick Grip Bar clamps which are available at hardware stores and home centers. These are six inches in length and have the neoprene clamp pads. They cost about \$9.00 each and can be purchased at Wal Mart. These clamps small size makes them great to fit inside the tool box and can be used for a variety of clamping jobs like keytops and broken keys, etc. One unique feature of these smallest clamps is that the fixed end is removable and can be switched to the opposite end of the bar and the result is a small spreader in addition to a clamp. In a pinch it was demonstrated that these clamps in the spreader mode could be used to remove hammer heads from upright shanks. This was most likely to be performed when the heads are already loose and rattling and needing to be reglued.

### Piano Proverbs

Laugh and the world  
laughs with you,  
snore and you  
sleep alone!

**TUNER TALK**  
**WITH**  
**BOB BARNHOFF**



Recently Bob guest hosted for a local radio call in show for Valentines here is a transcript of the show.

Welcome to another edition of Love Talk. I am your host Dr. Bob Barnhoff and were here to discuss all of life's little problems especially in regard to love and relationships. Let's go to the phones for our first caller. Our first call is from Carl. Carl how can I help?

Caller #1: Hello Bob, I have a real problem in my love life. You see I have been married to this girl, Emma. Is it all right if I say her name on the air. I guess I just did, huh? Anyway, Emma just doesn't seem to appreciate me. I'm a construction worker and I have been dressing in really spectacular ways lately to try to get her to notice but it just doesn't seem to be working. I've recently color coordinated all of my work clothes with my tool belts. Last week I tried to accessorize by investing in color coordinated screwdrivers and suspenders but despite all of this she still doesn't seem to get it.

Bob: How long has this been going on?

Caller #1: I don't know, maybe a couple of months. It's really bugging me. The guys at work have noticed my efforts and seem to think I'm really dressing to kill, if you know what I mean? Can you give me any advice?

Bob: Does she work?

Caller #1: Yeah, she is a marketing consultant for a large firm.

Bob: It is possible that she is just too tired when she comes home from work. You may need to find some creative ways to let her know your intentions. There's a lot of competition out there in the work place so you better be prepared to fight for her affections. Remember that women respond quickly when they are sure of your intentions. It will probably help to send your kids away for the night so you two can be alone and when she walks in the door; wear your most flattering tool belt, your best shined steel toed boots and don't forget the red flannel shirt. If you unbutton the second button from the top it can be quite convincing. Try this and let me know how it goes.

Bob Barnhoff  
continued.

Caller #1: Thanks Dr. Bob. I sure hope this works if not I'll be calling back.

Bob: Good Luck Carl. Boy you just never know what you will encounter in people's relationships. We have to take a break now but we'll return to the phones as quickly as possible.

Bob: Welcome back to Love Talk. This is your host Dr. Bob Barnhoff and on the line is Lisa. Lisa how can we help you?

Caller #2 Lisa: I'm a little nervous.

Bob: It's OK, I'm just here to help.

Lisa: Well Dr. Bob I'm not sure how to say this but my problem is with my husband. I really love my husband and I would like to be more, you know, affectionate..uh physically.

Bob: Well that's understandable. Most marriages involve a certain degree of intimacy. How can I help?

Lisa: Well I don't think my husband and I are on the same wave length. When I am in the mood for, well you know, ..intimacy, all he wants to do is just cuddle and snuggle. I'm really at a loss as to what to do. Do you have any suggestions.

Bob: Does he like to go shopping?

Lisa: Well yeah, I mean he is a guy and you know how much most guys like to shop?

Bob: Do you ever go with him?

Lisa: I tried it a couple of times but I really hated.

Bob: Well I suggest that you surprise him by taking the initiative and suggesting that the two of you go shopping. Take him to the local home center and really show an interest in the things he likes. Do you ever go with him to the power tool area?

Lisa: Well I've seen it. I really get embarrassed about the thought of me being a woman in the tool area. I mean what if someone sees me. Will they think something's wrong with me for hanging around there?

Bob: If it makes you nervous go during a weekday afternoon. You can stand discretely away from him but close enough to let him know you are there. Who knows, he might really get excited just knowing you are there watching him try on those bib overalls and all that sort of stuff.

Lisa: Do you really think it will work?

Bob: I'm counting on it. Let me know how it goes. Good luck Lisa. Well that's all the time we have for today's show. Join us again tomorrow for another live broadcast of Love Talk where we try to help you with all of life's loving relationships. This is Dr. Barnhoff saying, "So Long!"

"All expressions of opinion and all statements of supposed facts are published on the authority of the author as listed and are not to be regarded as expressing the views of this Chapter or of the Piano Technicians Guild unless such statements or opinions have been adopted by the Chapter or the Guild"

## Perspective

Have you ever noticed strings usually break at the end of what one thinks is going to be a fairly quick and easy tuning? You know what I mean! You have almost finished tuning this lovely Ivers & Pond spinet when all of a sudden POP! Only three notes left and POP! Sure enough this string's hitch pin is located directly behind the beautifully crafted and warranted for life fancy French drop action. The drop action is of course held in place by three inch aluminum screws that have been carefully rounded out by previous repairs. Don't let this disturb you because there is good news.

Your next appointment is only 12 miles across town and if you leave within the next five minutes you will only be thirty minutes late. But don't let that bother you! You are your own boss! And make your own decisions about how you run your business don't you?

Till next time.

Ben Davis, RPT

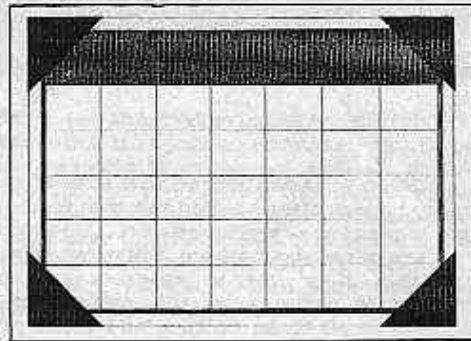
## Update from Jack Wyatt, RVP

A letter was received from our RVP informing me that David Hanzlick our Executive Director had resigned effective January 31, 1999. An interim director has been named to serve and assist PTG through the National Institute and Convention in July. In the mean time a search committee is to be formed by President David Durben.

Another piece of information which was passed along was Jack's new mailing address. He can be contacted at:

Jack Wyatt, SCRVP  
2027 15th Street  
Garland, TX 75041  
(912) 278-9312

## 1999 PTG Meeting Schedule



February 18 Chapter Meeting  
8:30 a.m.  
David Bonham's place

March 11 Chapter Meeting  
Keith McGavern's place

April 22 Chapter Meeting  
Location to be announced

May 20 Chapter Meeting  
Location to be announced

June 17 Chapter Meeting  
Location to be announced

July 21-25 PTG Convention  
Kansas City, MO

August 19 Chapter Meeting  
Location to be announced

September 16 Chapter Meeting  
Location to be announced

October 8-10 TSA  
Waco Texas

October 21 Chapter Meeting  
Location to be announced

November 18 Chapter Meeting  
Location to be announced

# OAKIE DOAKIE PIANO SUPPLY

Have you ever noticed that some of the supply houses offer keybed felt that is made from 20 percent reprocessed wool. Have you ever wondered just where the wool comes from that they use to re-process. In actuality it comes from the center holes punched in all those balance and front rail punchings. You know those small felt pieces that are the equivalent of doughnut holes. There is also a lot of waste created by punching round punchings to start with. If all the punchings were made square there would be less left over felt and the percentage of felt available to reprocess would be a lot less. In other words if you had square balance rail and front rail punchings they would be made from purer and newer felt.

We are proud to offer the first square balance rail and front rail punchings in the industry. In addition to being made from newer and purer felt they provide a more even contact surface for the keys. I'm sure many of you have stayed awake at night wondering just what happens to the edges of the wood on the keys that isn't allowed to come into contact with the balance rail felt. With these new punchings you can now sleep better at night. Of course newer and purer felt is slightly more expensive than reprocessed but for that next keybed job you are doing just remember that you now have a choice. Just use our regular catalogue numbers for keybed punchings just add the letter "S" to indicate you want square punchings. we will bill you for the difference in price.

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