



PTG Wichita Chapter

# The Voicing Tool



Wichita Chapter of the Piano Technicians Guild. Newsletter.  
Monthly Chapter meetings the second Thursday at 7 pm.

## THE VOICING TOOL

2011

January

February

March April

May June July

August

September

October

November

December

2010

[January](#)

[February](#)

[March](#) April

May June July

August

September

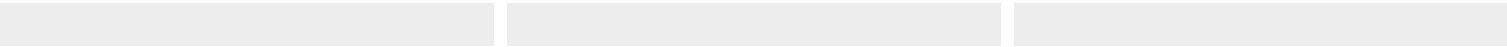
October

## October 13 Agenda.

The meeting will be at 7pm, Ann Fell's house in Winfield  
([ann.fell88@gmail.com](mailto:ann.fell88@gmail.com)). Please come in the front door.

Ann Fell, RPT, 14354 US 77, Winfield, KS 67156-8607

Location is 1/4 mile south of the corner of US 77 and 132nd Road in Cowley County. From the north, this is 7 miles south of the US 77 and K15 intersection. The driveway is now easily marked by a huge new metal haybarn to the south. It is the neighbor's, not ours. Our driveway runs along the fence parallel to the barn. Ours is the house furthest in  
on the driveway



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November  
December

2009

[April](#) [May](#) [June](#)  
[July](#) [August](#)  
[September](#)  
[October](#)  
[November](#)  
[December](#)

**Wichita PTG  
chapter meeting  
highlights**

September 8,  
2011

Joe Wisner  
residence

2515 N. Battin,  
Wichita, Ks.

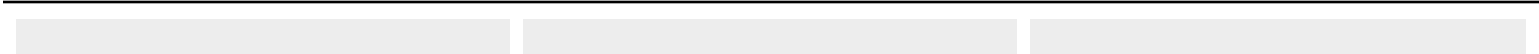
Members present  
(9) guests (2).

Thanks to Larry  
Ray for filling in  
as secretary for  
the last two  
meetings.

New member  
recognized:

Duane Hanks

Alan Crane was  
our chapter  
delegate to the



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national  
convention in  
Kansas City, Mo.

Ron Hill and  
Roy Howard  
were nominated  
as coeditors of  
the chapter  
bulletin. The vote  
will be done at  
the October  
meeting.‡

John Matlock,  
the vocal music  
instructor at Hays  
High school has  
submitted an  
application for  
PTG  
membership.‡

A discussion  
followed about  
concerns for  
meeting places  
that would be  
more accessible  
to our out of  
town members  
across the state.

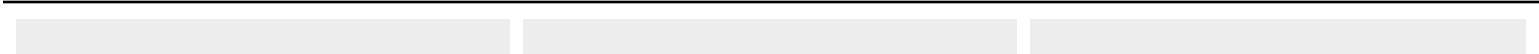
Scheduling a  
meeting in Salina  
was discussed  
but no action was  
taken.‡

‡  
David Norman

:  
Thursdays 7:30 pm at the Piano Man Shop:‡

Larry Ray‡  
1018 N Buffum‡

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proud of the number members from the Wichita Chapter who attended the national convention in Kansas City. He also reported that Jack Wyatt had asked for the action of two keys from an old Chickering piano Dave had received from a client. The action was a rare example of a type of action that was developed in the United States and Jack is going to make a prototype of it to place in the PTG national museum in Kansas City. Dave's name will be engraved on a plaque on the prototype as the contributor.

Marty discussed starting a program of pro

316-644-9241

Curriculum: <http://www.ptg.org/members/certificationExams.php>

[RSVP](#)

## PTG Exam Study Session

### The Future of the Piano

*We have work if people buy, play, and maintain pianos.*

"The Value of a piano today"

*Principles of Investment and return:* You buy a piano at wholesale, invest time and money, and sell to earn a profit. The amount of the profit increases as your investment increases, such as buying a higher quality piano, and rebuilding rather than refurbishing. You can increase the profits by adding services and accessories that add value such as moving, tuning, DampChaser, bench, lamp, touchup, refinishing, etc

*Reality check:* The value of any item is "what people will pay for it". The prices go up if there is more demand than product. The prices go down if getting rid of the piano is more important than waiting for someone willing to pay a higher price. Here is an analysis of the "Wichita Craig's List" for 45 days in August and September 2011. The pianos are priced higher if a piano technician was involved by rebuilding, refurbishing, tuning, or simply appraising:

details with photos and links:

<http://www.cantos.org/Piano/Craigslist/pianosale.html>

A glance at the Craigslist prices and the 10 free pianos may be discouraging, but please note that two thirds of the pianos are listed for



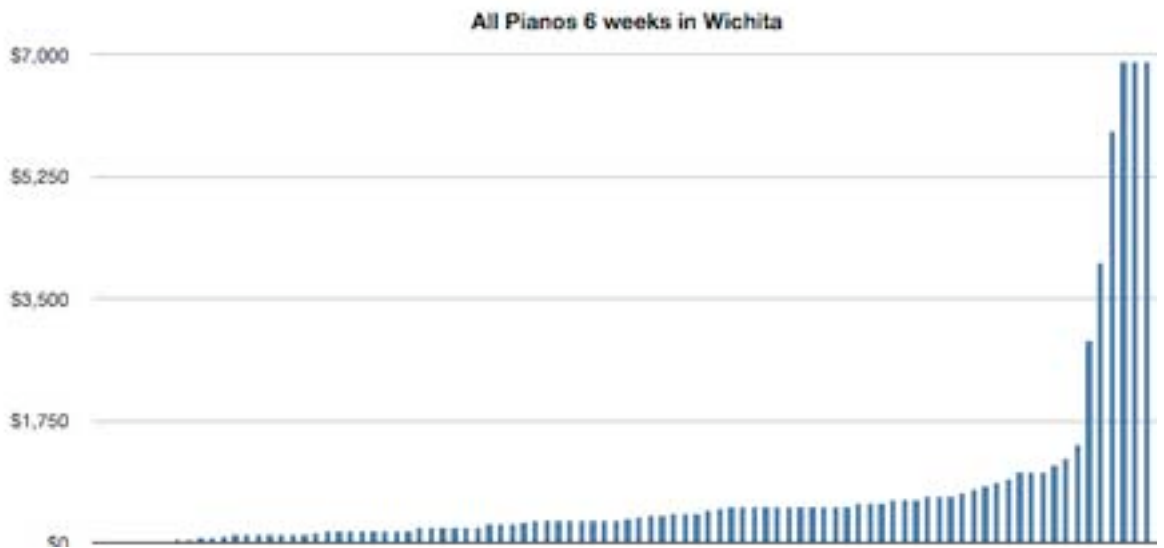
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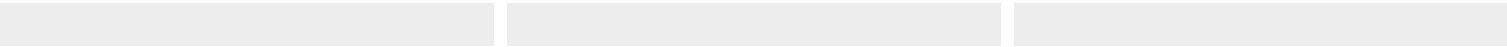
piano students who do not have access to tuned pianos to practice on due to lack of finances for the service. The program will take recommendations from local piano teachers who recognize the need. The members of the chapter who volunteer will contribute \$100.00 of service towards a tuning and service of a piano of a student in need. Members can contact Marty Hess to sign up and join the program and list the number of calls they may be willing to make. Marty will be meeting with the board members of the local chapters of the piano teachers

over \$500, and any contact with a technician significantly increases the value.



- \$2,000 + (5 pianos)
- \$1,000 + (6 pianos)
- 500 + (26 pianos)
- \$200 + (10 pianos)
- Free, \$0 (10 pianos)
- Make offer (4 pianos)





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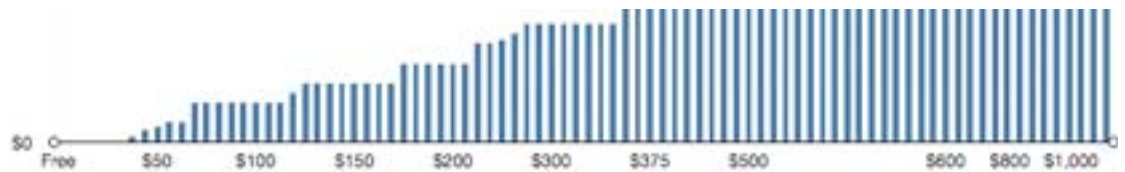
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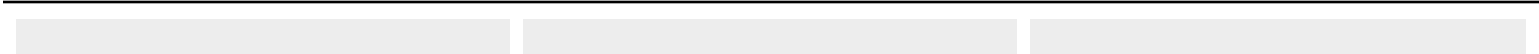


the implementation of the program and will report back to the chapter. Marty also hoped to have the program implemented by 1/1/2012.

Please contact Dave Norman if you know of any piano technician tools that might be for sale (for a student of his).

Roy Howard shared his experiences in Ecuador for the last 15 months. He noticed that no one was trying to train any new piano technicians in that country. He helped implement a school and started training students. He asked for any tools and supplies we could





contribute to the students for training purposes as approved in previous meetings. All members are encouraged to contribute any items that might help. The Chapter will pay for shipping.

Joe Wisner presented a power point session on attaching a piano truck to the bottom of an upright piano.

