



# The Voicing Tool

## December Chapter Meeting

The traditional holiday December Chapter meeting is Thursday the 10th at 7pm, Marty Hess's shop, 3900 N. Parkwood, Bel Aire, 67220.

### TENTATIVE AGENDA:

- i. Call To Order
- welcome, introductions, & additions to the agenda (if any)

2. Minutes of the October, and November meetings
3. Officers' Reports including Wichita Metropolitan Music Teachers Association Piano Festival collaboration (we need all the Chapter members to participate in March to promote the future of the piano); Website proposal.
4. Unfinished Business
5. New Business
6. Tech Session: Vertical Damp Chaser installation. Door prize: a complete Damp Chaser Vertical 5 Part System, Model 5PS 50.
7. Networking and holiday snacks

## Chapter Officers

### *President*

H. Joe Wisner, RPT

### *Vice-President*

Alan Crane, RPT

### *Secretary*

David Norman, Associate

### *Treasurer*

Marty Hess, RPT

### *Newsletter Editor*

Roy E. Howard, Ph.D.

[2rhoward@att.net](mailto:2rhoward@att.net)

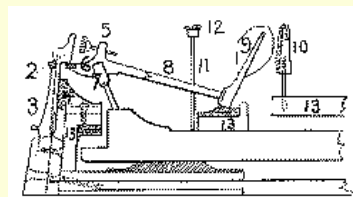
316 634 1148

We enjoyed meeting at WSU last month. It was a fitting farewell to the shop that has hosted so many of our meetings. The technical session was so compelling, we stayed until 9:30pm ! Any future WSU sessions will be in a new location on campus. There was extensive information about soundboard installation. Also covered were piano truck wheel replacement, composite action parts, CA glue applications for tuning pins, bridge pins and baton repair, and much more. The recommended glue is available

at Finley's Hobby at Central & Edgmore in Wichita: "Finley's Instacure"; thin for penetration, medium for non porous applications.

## FESTIVAL

The Wichita Chapter PTG will join with the Wichita Metropolitan Music Teachers Association (WMMTA) for a spring festival: "**Back to the Future - Celebrating the Piano!**". Dates: March 6 and 7, 2010 at Botanica. The "Back to the Future" Festival will put pianos and piano



Action by Andreas and Narette (Stein), Steirer/Viennese escapement  
 1. Key  
 2. Jack  
 3. Jack operating spring  
 4. Cushion limiting rebound of jack  
 5. Button and screw regulating escapement of hammer  
 6. Hammer butt and operating face 7. Hammer butt pivot  
 8. Hammer Shank  
 9. Hammer head  
 10. Check  
 11. Damper flange  
 12. Damper head  
 13. Action nails

**Quote for Today:** "All the good music has already been written by people with wigs and stuff." -- *Frank Zappa*

**Quote for Tomorrow:** "We don't like their sound, and guitar music is on the way out." -- *Decca Recording Company rejecting the Beatles, 1962*





playing in historical context to help us all work toward a future WITH pianos.

**New Member:** Gary Telleen, RPT, formerly of Queen Creek, Arizona, now lives in Hutchinson. His membership is officially transferred to our Chapter. Gary offers Tuning, Historical Tunings, Voicing, Action Regulation, Touchweight analysis and correction, Complete Restoration including soundboards, Estimates/Appraisals, Used Piano Sales, Long Term Rental, Short Term Rental, Moving, Refinishing, Fire Damage Repair, and Water Damage Repair.

•<http://ptg.org/conv/2010/>  
June 26, 2010--June 30, 2010



**PTG CONVENTION & TECHNICAL INSTITUTE**

Bally's Resort & Casino  
Las Vegas, Nevada  
Contact: Sandy Roady  
4444 Forest Avenue,  
Kansas City, KS 66106  
Phone: 913-432-9975

**Report:** Wichita chapter of PTG November 12, 2009

Welcome to the Chapter: Gary Telleen RPT from Queen Creek, AZ. Gary is currently a resident of Hutchinson, Kansas.

Allan informed the chapter members that this would be our last meeting for at least a year in the current shop facility at WSU. He is currently unsure of his future site on the WSU campus. The shop area of the Duerksen fine arts building is going to be retrofitted for new air conditioning equipment.

Marty Hess voiced concern that associate members really need to attend meetings for the



**BACK TO THE FUTURE**

*Celebrating the Piano!*

*A Wichita Metropolitan Music Teachers Association Festival  
with the Piano Technicians Guild*

*March 6-7, 2010  
Wichita's Botanica*

**Farewell:** Travis Leonard Gordy, February 13, 1924, Tulsa, Oklahoma to October 29, 2009, Salina, Kansas

Memorial service and burial will be held in Ponca City, Oklahoma. Contributions: The Meghan Elizabeth Elk Memorial Fund for the New Day Childrens Camp to benefit children whose parents are in prison. Donations may be sent to the First United Methodist Church, 200 South 6th Street, Ponca City, Oklahoma 74601.

Travis graduated from high school in Benton, Arkansas, where he played trumpet in his own dance band and built and flew model airplanes. He graduated from the University of Oklahoma in 1946 with a degree in mechanical engineering after serving in the navy in World War II. He began working for Continental Oil Company in 1948 in Ponca City, Oklahoma, and held more than 60 patents in wax and coke research. The last few years at Conoco were spent traveling the world teaching coking technology. He retired from R and D Leadership at Conoco in 1985. For over 50 years, Travis tuned and rebuilt pianos for private and professional performances and competition and much sought after as a piano technician serving Ponca City, Bartlesville, Newkirk, Arkansas City, Blackwell, Tonkawa and other communities. Travis was the tenor in a championship barbershop quartet, The Escorts, which won the SPEBSQSA Southwest District Championship in 1964. He rehearsed and coached the quartet for many years, arranging and writing music and choreographing performances.





tech sessions that are very helpful for the future of each of their business pursuits. Roy Howard announced the preliminary results he obtained about the cost of creating a web site for the chapter. The price quoted was \$98.00 for 1 year or \$395.00 for five years. Some chapter discussion followed on the merits of having a web site. Kevin Gruetter volunteered to show an example of his web site and would also look for other providers for better prices if we should decide to do this. He will give a demonstration at a future chapter meeting.

Marty Hess presented a treasurer's report and announced a current balance in the bank account of \$4519.87.

The next chapter meeting will be at the home of Marty Hess at 3900 North Parkwood in Bel Air, Kansas 67220.

The December 10<sup>th</sup> Tech Session will be instruction in the installation of the Vertical Piano Life Saver System. A complete system valued at \$450 (donated by Damp Chaser) will be given FREE as a door prize to someone in attendance at the session, Model 5PS 50.

The Damp Chaser website <http://www.pianolifesaver.com/english/home.php> tells your customers to expect a charge of \$500 or more for an installed upright system, and suggests that they

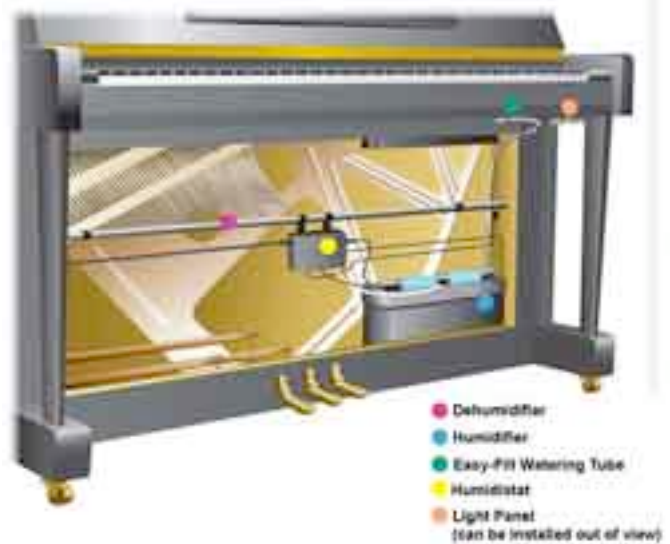
contact an installer from their list. Be sure to update your listing with Damp Chaser. Are you one of the 34 installers listed in Kansas?

Only 15 are designated as "most experienced installers": <http://www.pianolifesaver.com/english/installer.php> To obtain this designation, be

There will be a presentation by a Damp Chaser representative on how to install these systems. A complete system will be a door prize for one of the lucky people attending the meeting. The meeting date is December 10, 2009 at 7:00 pm.

The members are reminded of the "Back to the Future" program "Celebrating the Piano" at Bontanica here in Wichita on March 6&7, 2010. The chapter will be contributing to the program.

Following dismissal Alan had a tech session of replacing grand piano cradle wheels and where they are available. He also showed the new sample kit from Wessell, Nickel, and Gross high performance composite piano parts. A big discussion on piano reconstruction problems and how to approach them followed and was very educational to those present.



sure to send in the product warranty registrations regularly.





## Piano Life Saver System Installers Get 5 Great Benefits!

- 1. *The System protects your reputation.*** When the piano goes radically off-pitch from sudden humidity changes, piano owners are apt to blame you because the piano sounds horrible, especially if you tuned it recently. With the System, the piano will not go radically sharp or flat after a tuning.
- 2. *You earn substantial extra income.*** When you sell a System the profit is about \$250 for a single-Humidifier System and about \$500 for a dual-Humidifier System. When you sell PAD Treatment and Humidifier Pads and service the Humidifier Tank once a year, you earn residual income multiplied by the number of Systems you have sold. One retired Technician still maintains hundreds of Systems he sold over the years and sells Treatment and Pads, earning \$thousands annually in residual income.
- 3. *"By installing Systems, your referrals will dramatically increase."*** This quote is from Bob Russell, RPT, Damp-Chaser's Top System Installer for 2003-2004. Bob installed 125 Systems that year! Here's how the System helps you build your piano service business: After you install a System in the customer's piano, you will receive more loyalty and respect from her. When she waters the Humidifier, she will feel she is working in "partnership" with you to care for the piano. With the System, the pianist enjoys playing the piano more-the sound and touch are noticeably improved. And, because people love to tell others when they make a good buying decision, your customer will tell others about you and how you made her piano more enjoyable.
- 4. *Your work is less stressful with the System.*** Since the System keeps the piano on pitch, you don't need to do a pitch correction before the fine tuning. Wally Meissner, RPT, who has installed over 1200 Systems in his career, said *"Technicians are well-aware that correcting pitch can be draining, physically and mentally. The physical exertion of cranking pitch up and down takes its toll on muscles and joints. Then, there's always the worry that a string will break and that causes even more tension."*

### Calendar

#### December 10, 2009

December-party-meeting and Damp Chaser Tech Session at Marty Hess's house, 7 pm.

Be sure to submit your dues by Jan. 1

#### Arizona State Seminar

January 9 [www.phoenixptg.org](http://www.phoenixptg.org)

#### Grand Action Rebuilding

PTG Home Office Feb 4-6

[www.ptg.org/conv/grandaction.pdf](http://www.ptg.org/conv/grandaction.pdf)

#### March 3, 2010--March 7, 2010

PNWC 2010 Hyatt Regency, Bellevue, WA

#### March 6-7, 2010

Back to the Future Festival at Botanica Hosted by our Chapter and the WMMTA. to promote the future of the piano.

#### March 18-21, 2010

Central West Regional, at the University of Nebraska

#### June 26-30, 2010

PTG Convention & Technical Institute, Bally's Restort, Las Vegas, NV  
[www.ptg.org/conv/2010](http://www.ptg.org/conv/2010)

#### 5. *The System increases the longevity of a tuning-customer relationship.*

Three ways a System strengthens ties with your customer:

- The Humidifier requires maintenance once a year,
- Humidifier Pads should be changed twice a year. You can sell replacement Pads to the customer if she prefers to change them (or she may prefer you change the pads),
- You can sell PAD Treatment to your customer. **A 7.5 oz bottle last about one year.**



**TECH IDEAS****JACK-IN-THE-BOX****Hydraulic Jack**

You need to raise a piano -- if only someone was around to help. Designed specifically for raising one grand piano leg at a time, the innovative Jack-in-the Box makes it easy for one person to remove or replace legs, casters, or caster cups!

The powerful hydraulic jack mounted inside the box extends up to 5 inches above the box. Simply position the box next to the leg to be raised and pump the handle to elevate. Let Jack do the work for you.

The Jack-in-the Box features a carry handle and rubber feet, and has ample space inside to store caster cups or tools.

- Height 21"

- Width 7"
- Depth 7-1/2"
- Jack extends 5" above box.

#MD-221J Jack-in-the-Box \$125.00

[www.pianoteksupply.com](http://www.pianoteksupply.com)

If you haven't marked your calendars, do it now. **The Central West Regional Seminar** this year is March 18-21, 2010 in Lincoln, Nebraska. **Here are some money saving ideas that may help from** Richard West, Seminar Coordinator [rwest1@unl.edu](mailto:rwest1@unl.edu) phone: 402 477-7198

1. Cut your hotel expense in half by sharing a room. Let us know if you're interested and we'll see if we can facilitate room sharing.
2. Carpool
3. Give yourself a Christmas present. Set aside money now for the seminar. That's hard, I know. If that's not in the cards, you'll still have a few months to save up for the seminar.

Other news:

We haven't heard from any chapters about Mythbusters questions for Kent Webb to answer in his Steinway seminar. Please bring this up at a meeting and/or in your newsletter. Discussing Steinway history and features could be a topic for an upcoming meeting or part of a meeting. Steinway has always been a leader in piano building

and controversial. Send us your questions!

We're lining up mini-classes (45 minutes each). Here's what we have so far.

Piano Math--Are you stumped by the math you see in the Journal? Steve Lehr will help make the math easier.

Damp-Chaser Problems--Larry Caldwell has installed lots of Damp-Chasers and has tips on how do get a good installation. Sostenuto Regulation--Bob Erlandson, former teacher at Western Iowa Tech, will help you understand sostenuto pedal regulation.

PitchLock--Scott Jones will demonstrate how to install his PitchLock device.

Bedding the Steinway Key Frame--Paul Williams just got back from a week-long seminar in NY and has the scoop on Steinway regulation.

**Do you have any suggestions for a mini class that would be helpful for you?** Let us know. We might be able to work it in. But don't wait too long.

The regional seminar web site is operable, but it's still in development. There will be additions. Check out the site, and stay "tuned" for updates. Updates could include your chapter suggestions for Mythbuster questions and your chapter ideas for additional mini classes. We want to know what you want!



Finally, here are the answers to November's matching quiz.

1. Tim Coates J) He is the pride and joy of Sioux Falls, SD.
2. Ann Fell E) She has served as the Central-West Regional Technical Examiner on the ETSC.
3. Scott Jones F) He authored 2 patents while working for Steinway & Sons.
4. Vince Mrykalo D) He is a Member of Note winner.
5. Eric Nikiforoff. C) He was born and raised in Canada.
6. Trevor Nelson H) He is our current RVP.
7. Dale Probst I) He has been a musician since the age of 8. Kevin Stock B) He went to Western Iowa Tech and worked for Steinway in NY.
9. Joe Swenson K) He started his career in Nebraska.
10. Lucy Urlacher A) She apprenticed with Ernie Preuitt.
11. Kent Webb G) He worked for the Baldwin Company for several years.

**Was it you?** I tuned a 1915 Hamilton upright. At first I tried to adjust the backchecks, let off, capstans... but the real problem was missing center pins. Many whippens



were lacking pins for the drop stickers. A technician from the past had left it that way, and just made adjustments to the capstans to keep it working! Some of the

unbushed pin holes in the whippen were badly worn, but a size 18 1/2 center pin fit tightly in the bushed drop sticker. You never know what tools you will need when you head out the door.



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