

**7:30 P.M., Tuesday, June 26<sup>th</sup>, 2007**
**@ Yamaha Peninsula Music Center**

861 South Winchester Blvd. San Jose, CA 95128 (408) 241-9700

Online maps: <http://www.SantaClaraPTG.org>
**TECHNICAL PRESENTATION: Des Wilson, RPT**
**"Making Money from your Office"**

There is a hefty profit to be enjoyed when we know how to effectively operate our offices. Learn how to fill your appointment book one year in advance. Your successful use of a business newsletter, appraisals and catalogue sales will boost your image and profits nicely. Dress up your office documents with the use of creative computer layouts. Operating your office on the road with a cellular phone, a laptop computer and a portable printer gives you greater productivity. See how Des and his wife, Lynda doubled their tuning fee by tuning and servicing a piano together. One of the most important financial decisions you will ever make is how much to charge for the products and services you sell. Pricing is part art, part science. You can cook up various formulas, but chances are you will season the results with at least a pinch of intuition and gut feeling. Learn some common pricing methods.

**Nomination Committee Report:**

The following slate of candidates will be announced during the June 2007 business meeting. Election of chapter officers will take place during the July 2007 business meeting.

Peter Acronico, RPT, President

Neil Panton, RPT, Vice-President

Dave Stahl, RPT, Treasurer

Richard Barber, Assoc., Secretary



**CONVENTION INSTITUTE UPDATE** - Come help us celebrate 50 years of excellence in PTG, June 20-24th, 2007 in Kansas City. What a great opportunity to advance your skills in every area of the piano business!! **This year's Institute is a must attend because there are:**

11 different topics  
23 hands-on skills sessions  
27 new classes  
92 expert instructors  
281 total class hours

We will have a brand NEW Manufacturers Showcase with mini concerts offered during class breaks. Also among this display will be the **Cristofori Copy Piano**.

Along with the showcase, the manufacturers will be hosting a panel on Thursday, 2nd period, discussing manufacturing changes made in the last 50 years. The Home Office and manufacturers have prepared a marvelous social schedule to help us CELEBRATE this event. Remember that all registrations include a ticket for the Friday night Golden Hammer Banquet. You'll be part of a panoramic group photo and participate in some very special anniversary activities. Visit the convention web site at [www.ptg.org/conv/2007](http://www.ptg.org/conv/2007) to find out more. I hope to see all of you in Kansas City to CELEBRATE our 50th year. Malinda Powell, Institute Director, 2007

**VOLUNTEERS NEEDED**

Dear Fellow Tuner/Techs:

I am in the PTG S.F. Chapter. It falls to me this year to organize a PTG table at the upcoming MTAC convention, 6/29 - 7/3 in Santa Clara (I will have to check at which hotel). The event is four days long, and I hope not to have to spend all four days there. This is something I have never done before. I expect to be there with a PTG banner, some pamphlets, etc, meeting piano teachers on behalf of the PTG. I am writing this to ask for anyone interested in helping me attend the table to please contact me. The table may be left unattended, but it is better if someone can be there. I am sending this to members of the Santa Clara Valley Chapter.

Thank you - Channing Bartlett, RPT      925/284-4985      [chanmail@bartlettspiano.com](mailto:chanmail@bartlettspiano.com)

## PACE UPDATE:

The San Francisco chapter is presenting a series of 3 all-day Sunday classes - dealing with the Technical Exam. **First session - July 15** is on repairs, the other 2 sessions - (August and October) regulation. All hands-on. The August regulation session is on a more elementary level, with exercises and discussions on the principles of regulation. The October session will be more advanced, dealing with the process. The number of seats is limited, and if we don't get full enrollment from our chapter soon, we'll open it up to other chapters. The location is still not determined - could be at San Francisco State or could be in Petaluma (which is kind of far). Fee is \$20 per session, \$50 for all three. We'll know soon about the location. Israel Stein is teaching these - with multiple instructors assisting.

Israel Stein, [custos3@comcast.net](mailto:custos3@comcast.net)



### UPCOMING REGIONAL EVENTS:

#### July 15, 2007

Technical Exam Prep course:  
Israel Stien & SF Chapter  
Location TBA

#### September 29, 2007

Sacramento State University  
"From the Forest to the Concert Hall"

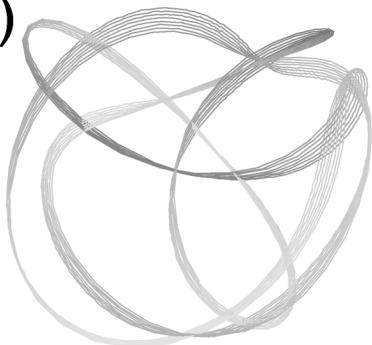
A one day seminar on  
soundboard design and  
construction by Delwin D.  
Fandrich, RPT.  
Sacramento, CA

[www.sacptg.org](http://www.sacptg.org)

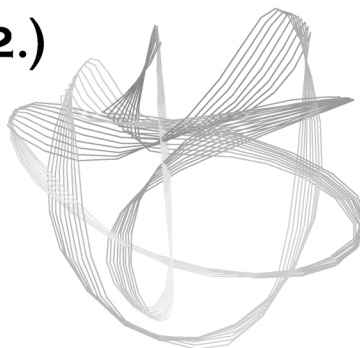
Embedded diagrams of synthesized A1 notes, as measured on four pianos. Can you match the figure with the piano?

Choices: Steinway B, Kawai CX21D, Wurlitzer Spinet, Baldwin D

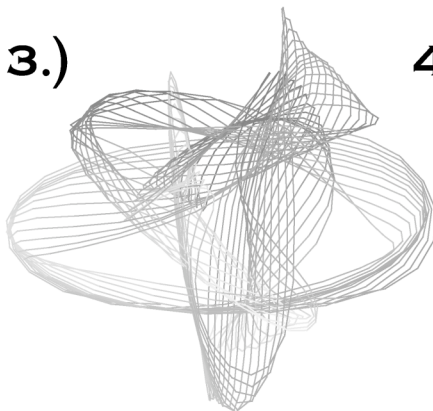
1.)



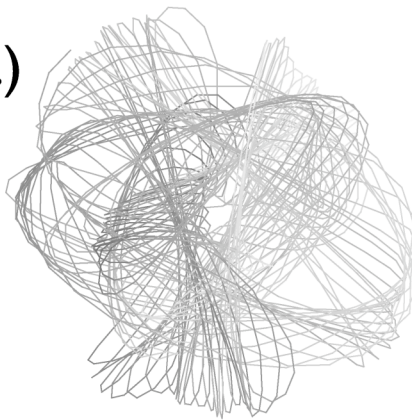
2.)



3.)



4.)



Answers: 1) Baldwin D, 2) Steinway B, 3) Kawai CX21D, 4) Wurlitzer

### ABOUT THE DIAGRAMS

These sound waves are actually 3-dimensional discrete-sample embedded diagrams  $(x, y, z) = (x, x+n, x+2n)$ . The third dimension is represented by shades of grey.

A pure sine wave in this form would be represented by a regular circle. Pure harmonic content would be represented as figures that retrace themselves exactly. Inharmonicity is represented by the fanning effect- this effect is seen increasing from #1, the 9-foot Baldwin D, to #4, the Wurlitzer Spinet, whose inharmonicity is so pronounced, the diagram appears relatively chaotic and unstable.

Each piano tone was measured by the Verituner 100, then synthesized, recorded, and graphed using custom software written in Max/MSP, a digital A/V signal processing programming language. Approx 200ms is represented by each graph.

Richard Barber,  
Morgan Hill, CA

**Inharmonicity:** The degree to which the partials of a tone differ from whole-numbered harmonic multiples of the fundamental frequency. Inharmonicity in piano strings necessitate expanded octaves, and can produce one or more "false beats" in the single-string tone.

"My tuning fork won't work so hard if your piano has these tuning forks."



http://www.synthmania.com/yamaha1.htm

Ask any piano tuner, he'll tell you "Yamahas are designed so well they don't need hours of work to make 'em sound right." When you look inside a Yamaha you see why. They use only the finest materials, no matter what the cost. Like the pick of the finest Sitka spruce for the soundingboards. And aluminum alloy for the action rails. For scale designs, you can't beat a Yamaha either. That's why they sound mellow without being mushy, and bright without being harsh.

The result is a piano that keeps its tone and its tune longer. If all pianos were built as well as Yamahas, a piano tuner's work would be a lot easier!

Want to know more about Yamahas? Write us today. Yamaha America, Inc. P.O. Box 9600, Elmhurst, IL 60120

When there's a better piano to be made, Yamaha will make it.

Keyboard magazine, Aug 1976

Text of ad appearing in the August 1976 edition of *Keyboard* magazine:  
 "My tuning fork won't work so hard if your piano has these tuning forks."  
 -Francis Mchaffey, R.T.T. Claremont, California

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 "The result is a piano that keeps its tone and its tune longer.  
 "If all pianos were built as well as Yamahas, a piano tuner's work would be a lot easier."

**BUSINESS & MARKETING RESOURCES:** advertising graphics, brochures, exclusive benefits

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**JOIN US! PROSPECTIVE** PTG members must now submit applications and pay fees and dues online. New membership applications, along with the contents included in the prospective members' packets are also available in PDF format on the PTG website. In the public area, go to About Us>How to Join to find downloadables. The new application fee is \$150<sup>++</sup>. [www.ptg.org](http://www.ptg.org)

**PTG PODCAST!** Audio Journals – mp3 files of the November 2006 to March 2007 *Journal* are now available for download at [ptg.org/audio](http://ptg.org/audio)

**UPCOMING REGIONAL PTG CONFERENCES:**

10/3-10/7 - Central East Regional Seminar - Madison, WI

10/11-10/14 - Texas State Regional Seminar - Oklahoma City, OK

10/25-10/28 - Southeast Regional Seminar - Atlanta, GA



**The mission of the Piano Technicians Guild** is to promote the highest possible standards of piano service by providing members with opportunities for professional development, by recognizing technical competence through examinations and by advancing the interests of its members.

"A Registered Piano Technician (RPT) has passed a series of rigorous examinations on maintenance, repair, and tuning of pianos. Only RPTs are authorized by The Piano Technicians Guild to display the logo containing the words "Registered Piano Technician." Associates may be studying piano technology and working toward RPT status, or may be piano retailers, rebuilders, refinishers or other specialists."

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Richard Barber, editor