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## Dear Fellow Members

**Being the last newsletter for this 2016-17 season only reminds me on how fast time flies when you're having fun.**

Thank you to the Bernie Capicchiano at Bernies Music Land for the wonderful hospitality and presentation at our last meeting in July. Also thanks to my committee for standing in for me for this

meeting as I could not make it due to family matters.

Our next workshop day will be at Eddie & Mandy Tichelaar's warehouse at ABC Pianos on Saturday 9<sup>th</sup> of September, then our AGM at QPO on Monday October 9<sup>th</sup>. Details are attached in this newsletter so please read the notice and I hope to see you at our upcoming events.

As stated in our constitution, all positions will be vacant for our upcoming AGM. I can only sincerely thank all my members and committee members that were involved with the guild over the past two years. This experience has been sensational, and only affirmed my strong belief that the guild has some wonderful & helpful supporters and members. To all our supporters in the industry and those businesses and presenters who have personally hosted and presented at a Guild event over the past two years, my sincere thanks.

Thank you to the team this year, Gary, Bryce, Ben, Cliff, Nick and Roger. This year has come with many more challenges, but it has been a fantastic uplifting experience and may it continue next season leading to the South Australian Convention, then finally to our own Convention in 2019.

**Yours Sincerely,  
Bradley Saul – PTTGV President**



## From the Editor

Our last meeting was at Bernies Music Land. Lester played the beautiful concert Schimmel and Bernie gave a frank and valuable presentation on the state of the Australian piano market. A fun night and very informative. Thanks to Bernie and the team for keeping the light burning.

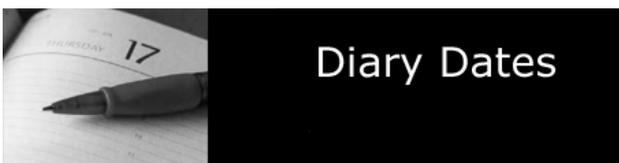
Thanks also to Ben Briggs for providing some great photos ☺





*Remember also this is your newsletter, if there is a particular issue or technical area you would like discussed be sure to ask! Also there is a tremendous wealth of experience in your Guild, you may have something technical yourself that you would like to contribute.*

### **Cliff Meakin ARPT**



**ARPT EXAMS:**  
**Saturday 18<sup>th</sup> of November 2017.**

**Please contact Mr Christopher Streader  
ARPT for more details.**



## Conventions

**OCTOBER 17<sup>th</sup> – 19<sup>th</sup> 2017.**

**APTTA “LETSBESHARP” PIANO CONVENTION – Hosted by SOUTH AUSTRALIA GUILD.**

Stamford Grand Hotel at Glenelg. South Australia. Website - [www.stamford.com.au/sga](http://www.stamford.com.au/sga)  
Contact: Brenton Jenkins - [letsbesharp2017@gmail.com](mailto:letsbesharp2017@gmail.com) to register your expression of interest.

**Deadline for early-bird price ends August 10<sup>th</sup>**

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## DIARY DATES 2017 PTTGVIC

**Saturday 9<sup>th</sup> September** – Workshop:  
ABC Pianos Warehouse 5, 6-8 Eastspur Court, Kilsyth South. 10am. Lunch Provided

**Sunday Sep 24<sup>th</sup>** – Planning Day (executive meeting only).

**Monday Oct 09<sup>th</sup>** – AGM at QPO, 186 High Street (Cnr High & Cotham Road) Kew.  
TBA 6 – 6:50pm for 7pm Start.  
**17<sup>th</sup> – 19<sup>th</sup> October.** – APTTA Convention “Lets be Sharp”.

**Saturday 17<sup>th</sup> November** – ARPT Exams.

**Monday 27<sup>th</sup> November** – Presentation & Meeting: Prestige Pianos – Presentation on Historical Scaling with A. MacAlister.

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## Out and About....

Since our last newsletter, some members may be aware that our Secretary Mr Bryce Clark ARPT and partner Beth are now proud parents to a baby girl. The Piano Tuners Guild sends its esteemed congratulations.

And our president Bradley has had a baby too! Aylah Joan Saul - 7.7pounds born in Ballarat St John of Gods hospital. Mum and baby girl doing very well. Little sister to Blakely. Congratulations again! (photo at the end of the newsletter)

Also new Provisional Member Christine McCrae and partner Luke have announced their engagement in June. From the committee and its members, we wish you all the very best with the future plans and sends its sincere congratulations.

Provisional Member Eddie and Mandy Tichelaar celebrate their 30<sup>th</sup> wedding anniversary in June this year. Our sincere congratulations on your Pearl/Diamond Anniversary.

And Life Member Keith Whitney and wife Pam celebrate their golden anniversary of 50 years. On behalf of the PTTGV, we extend our sincere congratulations in reaching this Golden Milestone.

**If you have any news you wish to including in this column such as; anniversary milestones, birthdays or interesting facts about members. Please submit to the editor.**



## Piano Tuners & Technicians Guild of Victoria.



...Presents...

## Workshop Seminar

Saturday 9<sup>th</sup> September 2017 @ 10:00 am (10:30am Start)

### @ ABC PIANOS

Warehouse 5, 6-8 Eastspur Court Kilsyth South. Vic.

Lunch/Supper  Provided

*Come along for an informative session based on major restoration and stability of Pianos to make our job easier in the long term.*

**Presenter: Mr. David Amey ARPT QLD.** David Amey member of the Queensland Guild, will give a demonstration and presentation on Capo-Bar hardening for Grand Pianos.



**Presenter: Mr Mark Bolsius ARPT.** Mark whom has been known in our industry for many years will present a talk about humidity in pianos, as well discuss Damp-Chaser systems for Pianos.

**DAMP-CHASER**  
Piano Climate Control Systems



**Presenter: Mr Ben Briggs ARPT.** Ben a member with the Victorian Guild for some time, shall present a workshop presentation on his experience with French Polishes.



**Presenter: Mr. David Amey ARPT QLD.** David Amey will discuss his range of Stage Props, which may be very useful for your next school or performance function.





**Come & enjoy our hospitality  
in presenting the 37<sup>th</sup>  
Annual General Meeting.**

Application for elections close on October 1<sup>st</sup> (10pm) and must be sent to the Secretary (details below). Notice of submissions will be notified 7 days prior to meeting.

**R.S.V.P. your attendance for catering purposes to the Secretary by October 2<sup>nd</sup>: Mr. Bryce Clark - [secretary@pianotuners.asn.au](mailto:secretary@pianotuners.asn.au)**

All positions vacant.



## OCTOBER 9<sup>TH</sup>

### QPO RESTAURANT & BAR:

- 186 HIGH STREET (CNR HIGH & COTHAM ROAD) KEW

6pm – 6:50pm pre finger food and drinks available.

7pm – Annual General Meeting

## Notice:

**A**nnual

**G**eneral

**M**eeting

2017





## Australasian Convention 2017

# Adelaide

October 17-19

Our motto

## *Let's Bsharp 2017*

The convention will be held at the resort-style Stamford Grand Adelaide, which is located on absolute beachfront in Glenelg, just a 10 minute drive from the airport, and a 20 minute drive from Adelaide's CBD.

The first/last tram stop is right next to the hotel, which can take you straight into the centre of Adelaide CBD.

Glenelg has a vibrant seaside-shopping precinct, which reflects the casual lifestyle and relaxing atmosphere of life by the sea.





## 2017 PTTG Victoria Survey

In late January early February 2017 a survey of all 2016 Members of the PTTG Victoria was carried out by the 2017 committee.

Overall the responses from the Guild Membership indicate the guild is in good shape. Whilst there are opportunities for improvement there were no major issues raised by the membership that would indicate systemic failure, or failure to provide the necessary services that membership of the guild brings.

Analysis of all the member feedback gave the following key themes:

- Maintain the standards of membership through the ARPT
- Continue with technical sessions of a high level and standard
- Continue to provide a friendly and collegial 'Guild'
- Web presence through the website and social media are very important in bringing the Guild to the forefront of the public
- Increase liaison with music industry groups

The data from this survey will be used by the committee in planning for future events, maintaining existing standards and in general operation of our Guild.

## MEMBER'S RESPONSES

### QUESTION 1

“ How many workshops would you like the Guild to organise per year? Topics of interest to cover?”

No of W/Shops	1-2	2-3	3-4	4-5
responses	1	2	8	3

Most members prefer the current status of 3-4 per year.

Suggested Topics:

- Technical talks by manufacturers – frames, hammers etc
- Voicing
- Soundboard repairs
- Historic restoration International speakers over the internet
- All aspects basic repairs to advanced work
- Hammer replacement ie Abel on a Yamaha or new hammers in an old piano
- Heavy technical i.e. regulation, down bearing correction
- Veneer repairs and finishing
- Mini convention between convention years

Some general comments:

- “Very happy as is. Not too often, not too few”
- “Don't attend due to other commitments – work, family.”
- “Well organised, well publicized not thrown together at the last minute”



## QUESTION 2

**“What are some positive things within the guild that you would like to see continue?”**

Some general comments:

- “Fellowship is the most important thing, got a problem you are able to ask a friendly guild member”
- “I’m more focussed on education matters”
- “There is a lack of informative teaching, will usually attend if a high level session is available”
- “The transition strategy of Guild management from older members to younger members”
- “Comradery. Very positive especially when you need help with Piano/non piano stuff.”
- “The Guild is able to recommend techs from Auckland to Darwin”
- “There is a welcoming approach to new members could do introductions better.”

## QUESTION 3

**“Does anything come to mind which the guild could or should do to improve what we offer to the general public? Would you like to see our Guild have a greater presence online?”**

Some general comments:

1. Promotion:
  - “Form relationships with Teacher Associations and broader music and piano industry.. Get the Guild in front of them”
  - “Publish standards of tuners competency, this way customers

know we can do a good job and they trust us”

- “More awareness within the broader music/piano industry of what we do, to be inclusive not exclusive.”

### 2. Website

- “More Facebook”
- “More online presence – need to be careful we are not out performing our members” Note: This will be a benefit to all members based on the website ranking.

## QUESTION 4

**“What do you see the guild and committee doing to enhance the guilds reputation and therefore enhance your professional standing as a piano technician?”**

Some general comments:

- “Getting in front of various organisations”
- “Maintaining standards – particularly ARPT”
- “Emphasis on ARPT”
- “Online presence through social/media – Facebook, Instagram, Twitter and the website”
- Focus on professional development”

## QUESTION 5

**“Would you be interested in attending the social/ family events hosted by the Guild. If yes, do you have any suggestions or event ideas which you would like to see?”**



Most members (80%) would be interested in attending social/family events.

Type of events:

- BBQ, Family gatherings
- Xmas function in July
- Trivia night
- Tram Restaurant
- Boating trip on the Yarra
- Something in the country
- Annual Dinner

## QUESTION 6

**“Do you have any other suggestions which the PTTG of Victoria can improve on; anything you would like to add?”**

Some General Comments:

- “Maintain the standards, share the knowledge”
- “Member portal to the internet improved”
- “Access to website”
- “Exam notification – more notice”
- “Interface with manufacturers”

## QUESTION 7

**“ Based on your experiences, how likely are you to recommend the PTTG of Victoria to a colleague? Rate 1 to 10. 1 being not likely to 10 being definitely. Why did you rate it X?”**

Responses:

1	2	3	4	5	6	7	8	9	10
		1		2		5	5	5	17

3% Unlikely to recommend membership of the guild.

21% would maybe recommend membership of the guild.

76% would definitely recommend membership of the guild.

WHY X?

- “Nothing is perfect so 9 not 10”
- “Collegiality”
- “Endorsement of skills and knowledge”
- “Helps to expand your knowledge”
- “It offers a lot to the technician community”

## QUESTION 8

**“What would you prefer day or evening for holding the AGM?”**

Evening	Day
32	4

89% responded in preference to an evening AGM

## QUESTION 9

**“Membership fees were increased at the last AGM from \$150 to \$165. The rationale for the increase was based on increased online presence costs, the upcoming convention in 2019 and continuing to provide quality technical workshops. Do you have any comments to make about the membership increase?”**

- 97% of respondents OK with the fee increase.
- A comment “Overall OK with the fee increase. Could be higher in the future. As long as there is a rationale for the increase”



## The Real Cost of Running Your Car

Chris Whelan Aug 2017

As is usual over the Holiday break I catch up with the books and get the last financial year's paperwork into some sort of order so we can go to the accountant and get the tax done early.

Being old school I use a financial year diary for incoming and outgoing calls and notes, this also acts like a journal and my calendar year day diary I work from. Having an overlap between diaries helps me keep track of things. The figure that stood out, was the amount of Kilometres I did last financial year was down from the normal. Thinking about it I realised I had done four trips out of the country. The Perth convention and looking through last year's diaries, Doctors' appointments, dentist, optometrist, gazetted holidays and the odd fishing trip, grand kid sitting and general couldn't be bothered days. I'd lost and we will generalize a bit, 60 days this included weekends and there is no allocation for holidays as such.

Now with 365 minus 60 days we are left with 305 days minus 82 days we will allocate to the weekends leaves me with we will say 223 working days. This meant for last year on average I drove 159 Ks a day, which isn't correct of course because some days I may drive fifty and other days I may do six hundred. Now the reason I raise this is, because it has become apparent to me that my fellow city tuners that come into a country area tuning have absolutely no appreciation of how much their cars actually cost to run. If they did they wouldn't be driving for a six hours there

and back and only charging a hundred and sixty or one eighty for a tune or even less.

I always used to think that the RACV car running cost figures were a bit suspect but now with the advent of the computer and the bookkeeping programs and forty five plus years of experience I can say if anything they are a mite conservative. Now let's make some assumptions. Our city tuner lives in say Dandenong and he is working for the day in say Shepparton I'll be generous and say he's only going to drive 250 K's up with a round trip of Five hundred K's and a combined drive time of six hours.

Now what would our city tuner be driving a small car, or a mid-range. I plug for mid-range car at 75cents per kilometre but for the sake of argument we will go small at 54 cents a kilometre. So 54 cents by 500ks equals \$270. With me so far. Now we add the petrol of say \$60 together with cost per kilometre \$270 and we end up with \$330 car costs for the day...I can already hear you saying "Ah that's Bulls&\*\*t" and I haven't finished yet. So now we add what he made for the day, so let's say four tunes at \$180 equals \$720 dollars minus car costs \$330 leaves \$390 now divide that by the 14 hour day and it works out at \$27.85 an hour

Now this is where our little 'Dandenong' still thinks he has had a good day but in reality this is where not charging enough catches up with you. Apart from living expenses, tax insurance, house payments, medical, dental, children all the mundane stuff we need to live, in other words "**a living wage**", plus the costs of "**running a business**". Every three or four years you need to find twenty thousand dollars minimum to buy another car and I'm not saying a new car just a reliable car! So



where do we end up? ... In reality 'Dandenong' should have charged and extra say \$100 per tune making his tune costs \$280 dollars per tune ...and the reason I say \$100 is you need to be putting away twenty dollars or more a tune on top of your Ks/travelled for your next replacement car.

Several years ago I had a couple of very good years, or what I thought were good. I made good money and I did a lot of kilometres. Then when I sat down and analysed the figures against the costs and the hours driven I finally understood why I am on a first name basis with the console operators at the Shell servo, the mechanics at my garage, my tyre company and my windscreen people. Because what I discovered was the more kilometres I did meant more fuel, car services every four to five weeks, a set of tyres or two and a couple of windscreens plus the odd speeding and parking fines. Add to that the amount of time just driving, missing meals and trying to stay awake and alive, I discovered it wasn't worth it. In reality I wasn't making money I was just generating cash flow.

One of our members complained recently about competing against ONE HUNDRED DOLLAR TUNES. You can't compete against that sort of pricing and you don't want to and you shouldn't. It shows you haven't got confidence in your own ability and for that sort of price you are doing substandard work. Plus you will find it very hard to lift your price, and don't think you will get that customer next year, they will have moved onto the next ultra-low priced tuner. So if a hundred dollar tune annoys you a sub two hundred dollar tune and four or five hours of driving into my patch annoys me.

**Footnotes:** *Kilometre costs RACV  
Tuning duration of two hours is generally a suggested time at the premises and not just the piano. Although there are a few tuners who are at the property/piano for less than an hour will of course change all assumptions:*

***The Hourly Rate Calculator with honest & realistic figures will surprise. I would suggest you try it!***

***Then have a read of the other three pages / links***

*Chris Whelan ARPT, Life Mem Victorian Piano Tuners and Technician Guild 1<sup>st</sup> Aug 2017*

**The real cost of owning and operating a vehicle includes:**

- Fuel
- Tires
- Maintenance and repairs
- Taxes, license and registration fees
- Insurance premiums
- Depreciation
- Interest/financing
  
- Your age
- Driving record
- Make and model of vehicle
- Annual distance travelled
- Whether you are male or female
- Where the vehicle is kept overnight
- Your address
- Whether your vehicle is owned completely or whether you still owe money on the car loan

## Maintenance costs

One of the major hidden costs of owning a car are the mechanical costs of running it:



- **Maintenance** - oil changes, tune-ups, tyres, brakes, exhaust

- **Repairs** - heating, air conditioning, cooling system, engine, transmission, timing chain/belt

## Further Reading

[2015-2016](#) [2016-2017](#)

Year 2016-2017	Weekly	Fortnightly	Monthly	Annually
<b>Gross Income</b>	\$1,317.18	\$2,634.35	\$5,707.76	\$68,493.15
<b>Superannuation</b>	\$125.13	\$250.26	\$542.24	\$6,506.85
<b>Tax</b>	\$265.52	\$531.05	\$1,150.61	\$13,807.27
<b>HELP debt</b>	\$0.00	\$0.00	\$0.00	\$0.00
<b>Medicare levy</b>	\$26.34	\$52.69	\$114.16	\$1,369.86
<b>Deficit levy</b>	\$0.00	\$0.00	\$0.00	\$0.00
<b>Tax offsets</b>	-\$0.00	-\$0.00	-\$0.00	-\$0.00
<b>Net income</b>	<b>\$1,025.31</b>	<b>\$2,050.62</b>	<b>\$4,443.00</b>	<b>\$53,316.01</b>

### Hourly rate Calculator

<http://www.flyingsolo.com.au/hourly-rate-calculator>

### [Check your pay against a tradie - News.com.au](#)

[www.news.com.au/...australias...average.../4fee7c5920ff4624e53c5ca20f99e3cb](http://www.news.com.au/...australias...average.../4fee7c5920ff4624e53c5ca20f99e3cb)

<http://www.smh.com.au/small-business/finance/how-much-do-tradies-really-earn-20151124-gl6w8f.html>

<http://neoskopos.com/news/en/how-much-do-aussie-tradies-make>





## PARKE PIANO STRINGS & MATERIALS

For new-comers to the industry, and for anyone not familiar with our business, we'd like to take this opportunity to highlight the services we offer to the tuners and technicians throughout Australia and the region.

We are specialist piano bass string manufacturers, and suppliers of a large range of piano materials, parts and accessories, with 36 years' experience.

**BASS STRINGS:** We offer a complete bass string making service - full and partial sets, odd strings and "hexacore" replacement strings. We have a vast library of scales and can in many cases make sets with just the specification of make and model, without the need for samples or paper rubbings. All strings are manufactured on our premises using Roslau music wire and Degen copper.

**HAMMERS:** We keep a comprehensive range of both German Abel and Japanese Imadegawa hammers, both pre-bored (in most common sizes) and un-bored. Abel hammers are available in both their regular and Natural felts. The Natural felt hammers are enzyme-washed to preserve the lanolin content, and are very popular for both the rich quality of their sound and the minimal voicing required. Where pre-bored hammers are not suitable, we offer a complete custom hammer-boring, cutting and shaping service on the provision of samples. This work is done by Emanuel Rey, a Swiss-trained piano builder and one of Australia's most experienced and trusted technicians.

**PARTS, MATERIALS & ACCESSORIES:** We carry a full range of products, including

**Tuning Pins, Piano wire, Felts and Leathers, Tools, Action Parts, Castors and Dollies, Pianola Materials (including rubberised cloths), Lubricants and Glues, Polishes, Books, Accessories and much more.**

Our Catalogue and Price List are downloadable from our Web-site [www.parkepianostrings.com.au](http://www.parkepianostrings.com.au). You will need the password 'pps01' to access the price List. You can ring us on (02) 9451 3500 or e-mail us at any time at [sales@parkepianostrings.com.au](mailto:sales@parkepianostrings.com.au).

Our factory is in Frenchs Forest in Sydney. Please feel free to drop in any time if you are in Sydney. Alisa and I are always happy to help in any way we can. Alisa and I would like to take this opportunity to thank our existing customers for their continued support, and look forward to doing business with any new customers we have not yet had the opportunity to serve.

Lou & Alisa Parke

## Classifieds – To Sell or Wanted

WANTED! for a research project.  
Early grand Pianos by Erard, Pleyel and Broadwood. Pre 1850 of most interest.  
Contact Ben Briggs on 0413286700  
or [vwbjb@hotmail.com](mailto:vwbjb@hotmail.com)



## The last laugh

Thanks to David Nyhouse for sending this one in. This is funny, probably not so funny for the piano tech though:

<https://youtu.be/VBbRTRBY4D4>

## Baby days

Aylah Joan Saul - 7.7pounds born in Ballarat St John of Gods hospital. Mum and baby girl doing very well. Little sister to Blakely.

