

MAR 01 1984

AUSTIN ORGANS, INC.
156 WOODLAND STREET HARTFORD, CT. 06105

WINDLINE

* VOL. 1-NO. 1 *

AUSTIN ORGANS OFFICIAL NEWSLETTER TO OUR REPRESENTATIVES
A. ISAACSON, EDITOR



A Salesman

HE WHO WORKS WITH HIS HANDS IS A LABORER.

HE WHO WORKS WITH HIS HANDS AND HIS HEAD IS A CRAFTSMAN.

HE WHO WORKS WITH HIS HANDS, HIS HEAD, AND HIS HEART IS AN ARTIST.

HE WHO WORKS WITH HIS HANDS, HIS HEAD, HIS HEART AND HIS FEET IS A SALESMAN.

NEW SALES IN 1984.....

OPUS 2688
Rock Hill, S.C.
Church of Our Savior

OPUS 2689
Marble Collegiate Church
New York, NY
Charles L. Neill, Rep.

OPUS 2690
Kinston, N.C.
First Baptist Church

CPUS 2691
Rancho Santa Fe, CA
Village Community Presbyterian Church

Opus Nos. 2688 and 2690 were sold by Vernon A. Thrift, prior to his death, and the contracts were finalized in January. Mr. William F. Brame, of Kinston, N.C. assisted with the negotiations for First Baptist Church, Kinston, N.C.

Buzz Olmsted completed negotiations FOR Opus 2687 prior to his death in January, and the contract was then finalized in January.

We have just accepted a contract for a 4-Manual drawknob console for Congregation Emanu-El, in New York City. Congregation Emanu-El is the single largest Jewish Temple in the world, as well as having the single largest membership.

These sales are an excellent start for the New Year. We hope that all of you will make every effort to assure your names being printed in the NEW ORGAN Listings by the time the next issue goes to press (June 1984)!

YOUR EDITOR SPEAKS

Lest you forget, I hope to have something from you to fatten the prospect book I am keeping!

OUR GOAL IS TO REACH OPUS NO. 2700 within the 1984 Calendar Year.

Commencing in March we will be reviewing the sales records of all of our representatives to document the activity in the various regions and the book is going to be an important factor in determining our representative's record.

I am also pleased to enclose a print of the only group picture available taken at the Seminar in October. We trust this will bring back memories of what appeared to be a very stimulating week-end!

WELCOME ABOARD TO: Frank Kieran, of Irvine, California, and Randy Thrift, of Winston-Salem, N.C., newly appointed as Austin Organs, Inc. representatives.

Frank will be our representative for Southern California.

Frank has a long and diversified background in the organ business and we are pleased to have him as an official representative.

Randy Thrift will be covering North and South Carolina.

Randy has been associated with the Chapel Organ Company in Winston Salem, NC, for many, many years, and has a wealth of experience in pipe organ maintenance and installation.

IN MEMORIAM

We note with sadness the passing of Vernon A. Thrift, on December 12th, 1983, in Winston Salem, N.C., and, Aaron G. (Buzz) Olmsted, on January 29, 1984, in Bakersfield, CA.

Both Vernon and Buzz were associated with the firm for many, many years and were responsible for the sales of numerous organs.

They both enjoyed fine reputations in the industry, were personable and highly thought of by their many friends and business associates.

Co-workers, gentlemen and friends.

We shall miss them.

We mourn the passing of Charles B. Fisk, who died in Boston, on December 16, 1983.

Charles was a pioneer in the tracker field and was an expert in his field.

An interesting article on the life of Charles Fisk is in the March issue of THE AMERICAN ORGANIST magazine, Page 49.

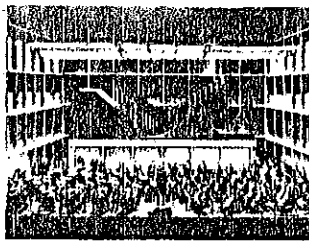
IF YOU HAVE ANYTHING OF INTEREST.. that you feel you would like to have us include in the next issue of this Newsletter, please send it to me.

We request your participation and would be pleased to publish any items which you feel are of interest or assistance to all of the representatives.

Al Isaacson, Editor

FOR YOUR INFORMATION...

Austin Organs, Inc. is proud to have been commissioned once again to complete extensive tonal renovations on the Aeolian-Skinner organ in the PERFORMING ARTS CENTRE, Milwaukee, Wisconsin. The console was recently returned to our factory and we have replaced the original Aeolian-Skinner solid state memory system with a new Solid-State Logic Dual memory system. The console has been reinstalled and tonal renovations are in progress. It is interesting to note that this instrument (excluding the console) is entirely on its own elevator at the rear of the concert stage and is lowered into a pit when not in use. The Arts Centre is frequently used by visiting Symphonies.



GETTING TO KNOW YOU

Our representative Charles L. Neill.

Charlie was born in Orange, NJ the day that World War I ended. He is of colonial ancestry, Irish on his father's side. His early musical experience included junior choir, piano and violin study. the violin briefly!

His interest in organ started while he was still in high school, and continued throughout college where he studied engineering. During college, to earn extra money he started to tune organs in his spare time.

While a college sophomore he purchased a one manual tracker, 4 ranks, with a blower for \$ 75.00. He set it up in the family garage but cold weather forced its relocation to the attic. One pedal stop of 12 pipes would not fit due to the low height so these notes were put on a home made electropneumatic base chest.

A desire for a larger organ resulted in additions including chest by Kurlitzer, Wicks and Moller, with a later addition of an old Austin 3-manual pneumatic console purchased for \$ 35.00! Wide temperature changes and summer hornets in the reeds were quite a problem!

Charlie married in 1947, and settled in Upper Montclair, NJ. Thoughts of an organ in a series of homes never materialized until the present "monster" of 61 ranks, 3000 pipes was finished about 1975.

In 1948 Charlie formed an association with another organ fan, rebuilding, servicing and building organs. After about 5 years, the partnership dissolved and Charlie became associated with Austin Organs, Inc. Thirty years have gone by and Charlie is still a very active representative, with an enviable sales record. He says that he has no regrets as it's a business which is always interesting and also affording the opportunity for travel. He particularly likes the organ he has been servicing for the past 20 years, once a year, Opus 2367, in St. Croix!

VOICINGS

Condensed version of lecture "USE OF OLD PIPES IN NEW ORGANS" as given by D.A.J. Broome

It is advisable that you keep this article for future reference.

The following information is required on each stop to be considered for reuse.

Diameters - 3 C's bottom, tenor and middle.

Using the scale stick provided at the seminar, make sure that the pipes measured are all exactly round. Exact measurements are extremely important.

All that is necessary is that you write down the name of the stop and three numbers.

EXAMPLE: Great Open 8', 8'C 44, 4'C 56, 2'C 6B.

Mouth widths: Using a pair of proportional dividers determine, for example, 2/9 or 1/5 mouth on all three C's. If you do not have a pair of proportional dividers give exact measurements of the width of the mouth in inches.

Pipe Metal and Condition: Type of metal used, spotted, common, tin or zinc, etc. If two metals are used, for example, zinc and spotted, list the number of zinc and spotted pipes within a rank.

Wood Pipes: Measure the inside depth, width of at least 3 C's, bottom, tenor and middle. Check for split seams or any other signs of deterioration.

Any non-Austin 16' wood pipes, each 12 pipes of the 16' Octave should be measured inside and outside for chest layout reasons. Also, we would need the tenor and middle C inside measurements.

Mixtures: First 3 C's of all ranks should be measured for diameter, mouth width and information regarding number of pipes between breaks, etc.

The pitch of the bottom C should be determined:

Example: 15th, 19th, 22nd, etc., Breaks on 13, 12, 12, 12, notes.

FROM THE DRAWING BOARD

We are presently in the process of reviewing maps of sales territories and will forward copies to you when our work is completed, if we haven't done so already.

Have you read your sales manual recently? By now you should be thoroughly familiar with all parts of it.

Have you had the occasion to use the memos on electronics and on trackers? These were designed to be photocopies and handed out to committees when appropriate.

Two new prints of THE AUSTIN ORGAN STORY have been made. If a viable prospect has need of the film please be sure to give them an application.

We have also had a master video cassette made. VHS cassettes of the Austin film are now available if you wish to order one for your own use. Price at the present time is somewhere between \$ 58.00 and \$ 60.00 postpaid.

Enclosed are reprints of an English article comparing pipes and electronics. This is now out of print as it is being revised, but as there was no charge for this feel free to make copies of it to use.

An information sheet put out by Reisner, available at a very low cost, showing why the electronic is more expensive than the pipe organ over a period of years. Note that this originated with the Catholic Archdiocese of San Antonio.

An acoustical article from THE AMERICAN ORGANIST, (Sept. 1981 issue).

Also, a sheet of pro-Austin thoughts which you would do well to memorize,- useful in committee meetings.

How's your supply of business cards?

..Frederick L. Mitchell, V.P.

Reed Pipes: Diameters: 3 C's, bottom, tenor and middle. Type of shallots, French, German, English, for example. Type of metal used, number of harmonic pipes, and the number of flue pipes within a rank.

Any other information you feel may be helpful, list the number of mitered pipes within a rank. If you are measuring pipes from an old organ in use do not forget to tune the measured pipes after they have cooled!

David A. J. Broome,
Vice Pres. & Tonal Director