

AUSTIN ORGANS, INC.

ORGAN ARCHITECTS AND BUILDERS

156 WOODLAND STREET • HARTFORD, CONNECTICUT 06105 • (203) 522-8293

WINDLINE

* VOL.8-NO.2 *

A QUARTERLY ISSUE

AUSTIN ORGANS OFFICIAL NEWSLETTER TO OUR REPRESENTATIVES

JUNE 1991

WINDLINE Staff: A.Q. Isaacson, Editor; M.P. Martino, Word Processor; Charles W. Walker, Word Authority



FROM THE EDITOR...

Al Isaacson

FIRST PARISH UNITARIAN CHURCH Portland, Maine - Opus 2753

Our thanks to Bob Leslie for introducing us to this project, another new Austin in New England for him!

First Parish Church is an early 19th Century landmark building of granite. It is located on Portland's main street only a few hundred feet from Austin Opus 323, the famous, large, 4-manual instrument of 1912, in City Hall Auditorium. Opus 323 was given in memory of Herman Kotzschmar, for many years the organist at First Parish Church.

The new organ will be ideally located in the center of the rear gallery. The existing casework will be utilized, and it is believed to date from a mid 19th Century Hall & Labaugh instrument.

The church had an early 3-manual E. M. Skinner organ, later reworked by Aeolian Skinner. There are numerous salvageable ranks in the present organ which when reworked and combined with many new ranks will yield a fine instrument of 35 stops and 32 ranks.

The casework and facade will remain, but the church is prepared to open up some of the present paneling for better tonal egress.

The 3-manual stopkey console will have bone playing keys and rosewood sharps.

Douglas Eaton, whom we had met on an earlier project, is now the organist at First Parish Church.

OPUS 2754 - FIRST PRESBYTERIAN CHURCH, Lakeland, Florida

Congratulations to **Hugh M. Pierce** and **Tom Thomas** for finalizing the contract on this large, new, 3-manual Austin organ of 52 stops and 45 ranks.

First Presbyterian Church is a handsome, Colonial style brick building, seating some 600, plus another 45 to 50 seats in the choir loft.

The new organ will be located across the front of the church behind grilles. The church plans to lower as much of the organ chamber floor as necessary in order to bring the organ down nearer to the choir singers. Tonal egress should be excellent.

The building has 4 - seconds reverberation and presents a fine opportunity for an excellent instrument.

The new organ will be provided with a new, 3-manual, solid-state drawknob console on a dolly, and an adjustable bench is included. A six-rank Antiphonal division will be prepared for in the new console.

RENOVATION OF OPUS 2382 ST. LUKE'S EPISCOPAL CHURCH ATLANTA, GEORGIA

Opus 2382 was originally installed in 1962. A contract was recently negotiated by Thomas-Pierce, Ltd., our representatives, which will include complete reactioning, reed revoicing, stop changes in the Antiphonal organ, and additions to the main organ.

The crown jewel of this major renovation will be the new Antiphonal Trompette en Chamade, mounted high on the rear gallery wall. This project is scheduled for completion prior to the 1992 Atlanta AGO National Convention.

St. Luke's is a few short blocks from the Hyatt Regency Hotel, the convention headquarters.

The organ will be used at a major convention event for the student competitions. The instrument will also be available throughout the convention week.

As an aside, it is interesting
CONTINUED ON PAGE 2

To note that our veteran installer, Bernard Higgins, was in charge of the original installation of Opus 2382 in 1962, and he will be assigned to this renovation project in the near future.

PHIL DiGENNARO HONORED

On May 23, 1991, Phil DiGennaro, foreman of our Mill Department, celebrated his 79th birthday and his 42nd anniversary as an employee of Austin Organs, Inc.

On Friday, May 24th, we celebrated this auspicious landmark with a surprise catered luncheon in the shipping room.

On behalf of the company Phil was presented with a lovely wall clock. The employees gifted him with a little spending money to use on his trip. Phil, and his wife, Mary, left on a trip to all of the major countries of the Baltic on May 27th.

Two of Phil's daughters, their husbands, and children were also present at the luncheon. Their third daughter, a resident of Texas, was unable to be present due to the distance of the trip.

Phil's many years of service, dedication, expertise, and loyalty to AOI are very much appreciated. We wish him many more years of good health and happiness.

AOI 100th ANNIVERSARY

As you are probably aware, in 1993 Austin Organs, Inc. will celebrate their 100th anniversary!

The production of a full color brochure is now well into the design stage, and it is our intention to make 1993 a special year of celebration.

The major portion of all of the issues of THE WINDLINE published in 1993 will be dedicated to historical articles, photographs, etc., etc., in honor of this milestone.

If any of you have any interesting items, photos, experiences which you could relate, historically

appropriate, please send this information to me asap. We hope to receive some articles of interest from all of our reps.

Input concerning any ideas which you may have pertinent to the 100th anniversary celebration would be welcome. 1993 is only a year and a half away and now is a good time to start collecting information and ideas which you would be willing to share with us.

CENTERFOLD PHOTOGRAPH

The photograph titled "Organization Luncheon on the Pipe Organ Industry" is featured in our centerfold.

Through previous efforts we have been able to identify quite a few of those pictured, but we hope to identify all of them. If you are able to identify any of the participants please drop me a line. As I receive the information I will make up a master copy which will include all of the names.

This photo, in conjunction with other interesting photos and memorabilia will be displayed in our Hartford factory during our 100th year anniversary in 1993.

Thanks for your help.

MIKE PAINTS WITH A PASSION!

Due to the untiring efforts of Mike Chiaradia, of our staff, numerous areas of the factory are looking good! Whenever time permits, Mike with paint brush in hand, is busy at work in the stairwells, the elevator shaft, the hall walls, etc., etc. Our thanks to Mike for brightening and lightening up our work place.

RECENT REPRINTS

We have reprinted the "Historical Overview of Austin Organs, Inc." which was published in the Dec. 1990 issue of THE WINDLINE.

Also, reformed and reprinted are brochures featuring the "5-7" and "9-12" unit organs.

If you wish to have any of the above noted reprints please let us know and we will send a supply of them to you.

ANOTHER SATISFIED CUSTOMER...!

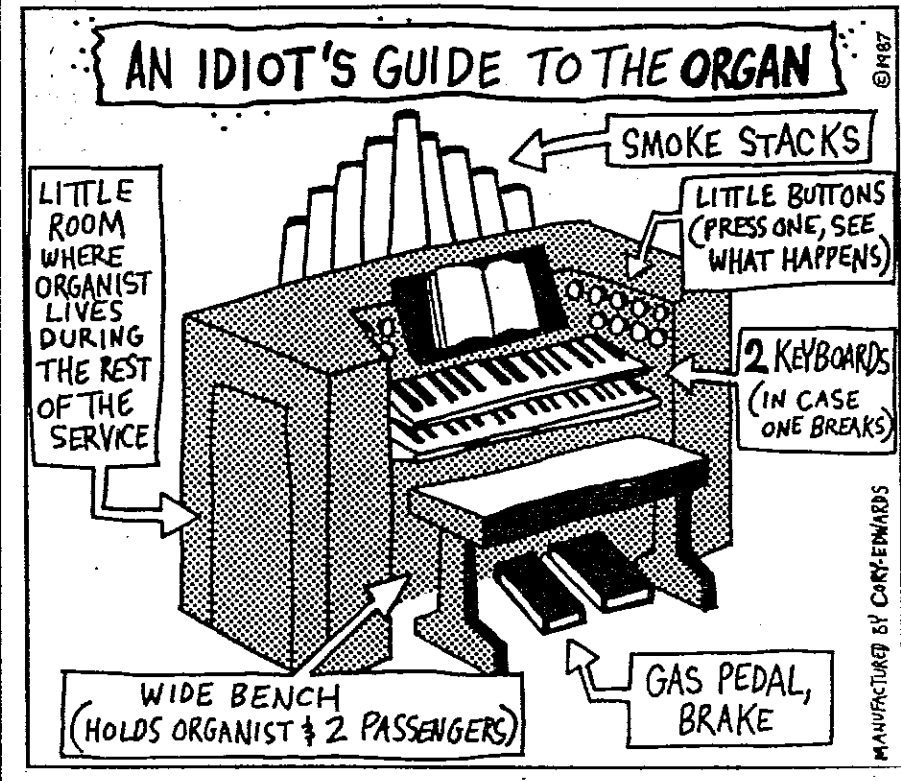
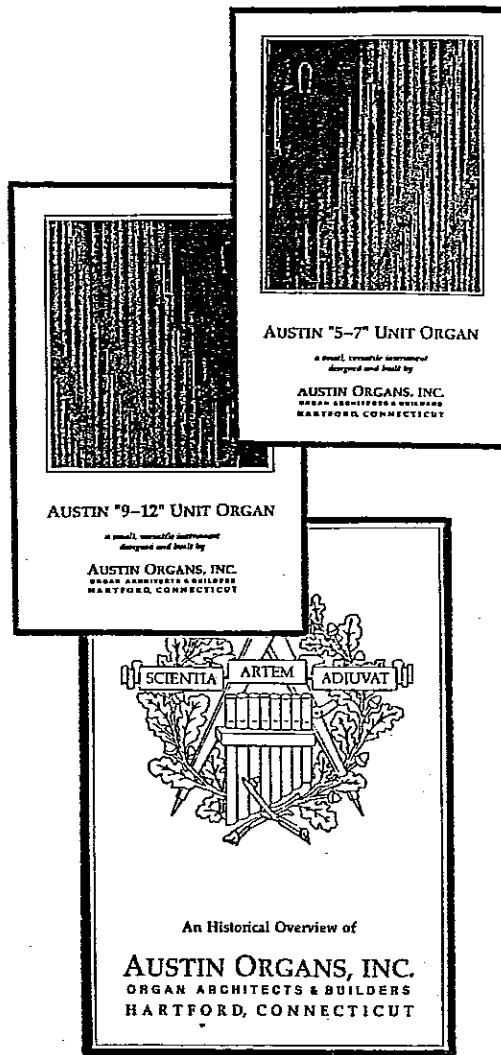
Margaret Brassler

813 Logan Avenue
Sheboygan, WI 53083

March 31, '91

Dear Mr. Higgins,
Your company recently installed a new organ in our church. Today is Easter Sunday, and I must tell you how much the new organ contributed to our worship of God and our praise to the risen savior today! We are so grateful for this instrument and your skill and craftsmanship in building, tuning, and voicing it. Soli Deo Gloria!

Sincerely,
Margaret Brassler
Member, First Christian Reformed Church
428 Beale Avenue
Sheboygan, Wisconsin



BUILD YOUR VOCABULARY

FORTESPRECHELUDERS-n. Parishioners who talk loudly while the prelude is being played, thinking coffee hour has already begun or is still in process.

How to Raise Funds for a Major Instrument Purchase

By Richard Ensman

It's time to buy a new musical instrument. Or even a major instrument, like an organ. You've carefully studied the need and you're convinced that your new instrument will enhance worship, and perhaps even other ministries as well. Your church board has discussed the issue at length and everyone's in agreement: it's time to buy.

Special Collections
This is probably your most conventional financing tool. After educating your congregation about the need for your new instrument, take up a series of special offerings for the item, perhaps once a month for a year. Be sure to give your congregation members information about the cost of the instrument, as well as your per-member giving goal.

Memorial Gifts
Permanent additions to the church, like organs and pianos, are perfect memorial gift opportunities. Invite members of your congregation to help purchase your new item in memory of a departed friend or loved one.

A Single Donor
Make up a mental list of congregation members blessed with material wealth. And make up another mental list of congregation members who have been especially touched by the church's music ministry, such as musicians, choir members or simply worshipers who love music. Any time a name appears on both lists,

you've identified someone who might be in a position to pay the entire cost of the new instrument.

Special Tithe
Ask members of your congregation to tithe a certain percentage of their income over and above their usual offerings. If you believe the average annual income among congregation members is \$25,000, you might ask your 200 members to tithe 1% of their income for one year to fund a \$50,000 instrument purchase.

Interest-Free Borrowing
Ask your congregation members to make no-interest loans to the church for the purchase of your new instrument. You can, of course, allow members to forgive the loans when they come due; most members will.

Tribute Gifts
Similar to memorials, tribute gifts honor individuals who are still living. You might invite members to make instrument tribute gifts in honor of longtime congregation members, music ministry founders of beloved family members.

Fund Raising Events
You can build needed revenue by holding a music-oriented fund raising event. Even if you expect to raise the bulk of the funds you need from donations, an

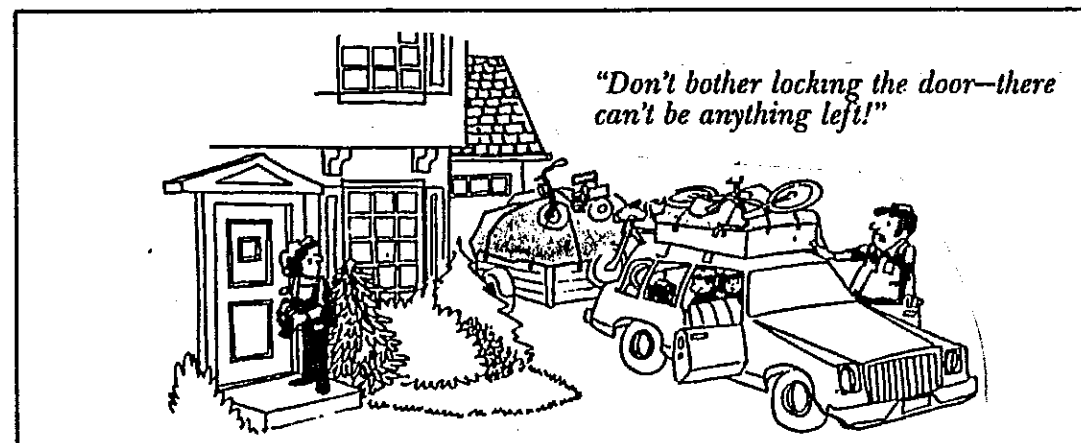
event like these can help build awareness and support for your cause.

Choir Campaigns
Invite your music ministers and choir members to stage one or more musical events in the church. They might plan an evening of contemporary religious music, for example. Or present some of their original compositions. For a modest donation, any congregation member or friend can come and hear their work.

Musician Support
Have one or more local musicians dedicate several of their local performances to you and donate the proceeds of those events to your instrument fund. To make one of these performances extra-special, you might want to develop a printed program and solicit advertising on behalf of the church.

Reserves and Savings
Don't underestimate the value of your cash reserves, or your ability to save money over the next year or two. If the price of the instrument you need is on its way up, you may never again have the opportunity to buy it at today's favorable prices. So, consider paying all or part of the cost from your cash savings, and carefully replenish them over the next several years. ■

Richard G. Ensman, Jr., has a consulting practice for pastors and church administrators. He is published in several church-oriented publications.





EMPIRE
PHOTOGRAPHERS
N. Y.

ORGANIZATION LUNCHEON
OF THE
PIPE ORGAN INDUSTRY
HOTEL COMMODORE AUG 23, 1933.

We believe this meeting of the "ORGAN BUILDER'S ASSOCIATION" took place at the Hotel Commodore in New York City, on August 23rd, 1933, to discuss Franklin Delano Roosevelt's NATIONAL (INDUSTRIAL) RECOVERY ACT (NRA). The purpose of the meeting(s) was to formulate a "code" for the "Pipe Organ Industry" to raise and equalize prices, regardless of the wide differences of costs between high and low quality and the fact that little, if any, business was available at any price (after the Depression).

THE PIPE ORGAN VERSUS ELECTRONIC IMITATIONS

By
John A. Hansen

It must be emphasized at the start that the writer's enthusiasms fall, quite naturally, on the side of the pipe organ. Were this not the case, why would he have chosen, in the mid 80's to become a sales representative for a pipe organ manufacturer? If the claims by the most ardent advocates of electronic instruments about the latest "state-of-the-art" advances achieving "true pipe organ sound" are correct, would not a person be ill-advised to remain on the side of wind-blown pipes?

That substantial strides have been made in electronic organ technology cannot be denied. This is fortunate; for there are, and will continue to be, situations where the installation of a pipe organ is not feasible. Budget and spatial considerations can certainly rule it out. There are, however, many instances of churches and other institutions weighing the advantages and disadvantages of both types of organs; and it is the intention of this paper to shed as much light as possible on the differences.

What truly sets pipe organs apart from those without wind is the fact that each of the many pipes is a separate and complete tone-producing entity, with unique characteristics of color, pitch, speech, and decay - the only common factor with other pipes is sharing the wind supply. A pipe spends its entire existence with the singularly monotonous task of speaking at one pitch and at one volume level when commanded to do so by the organist. If, however, it has been carefully scaled (the "scale" is the diameter in proportion to length), voiced, and regulated in the building housing it, it will, in combination with its hundreds - perhaps thousands - of companions help to produce an ensemble of enormous richness and complexity.

Tone is produced in electronic organs either by means of some kind of generating device or digitally-encoded wave-form "sampling" of actual pipes. (When such "sampling" takes place, perhaps several pipes per rank are sampled; but never is an entire rank encoded.) Were it possible to faithfully duplicate the sound of a comparable pipe organ, it would be necessary to have one tone-generator (or digital sampling), one speech-shaping circuit, one decay-shaping circuit, one amplifier, and one speaker for each note of each simulated rank. So constituted, an electronic organ would take up more space and be much more expensive than its wind-blown counterpart. And, in the writer's judgement, this consideration is but an exercise in futility; for there are other factors working against accurate duplication.

Because of the varied and unique shapes of organ pipes and their physical relationships to other pipes, both immediately adjacent and in other parts of the instrument, characteristics of speech blend and result in the physical parameters individual speakers could not duplicate. In addition, variations in spatial and acoustical situations from building to building make it necessary for the artistic pipe organ builder to vary pipe scales, wind pressures, and speech characteristics for each rank of every instrument. (Digital samplings of a few pipes with a specific tone color cannot match the way a new, hand-built rank of pipes can be designed to match the peculiarities of the building for which it is intended.) When the organ is installed, the tonal finisher tailors each pipe to most expeditiously fulfill its role in making the entire ensemble correctly "fit" the room.

In better electronic instruments, recent technology has come a long way in allowing refinement of individual registers, particularly softer ones. However, when individual "ranks" are combined with others to produce large ensemble tone, the shortcomings of

electronic imitations become most evident. A mass of very complex wave-forms has to be "squeezed" through relatively few electrical channels to the array of speakers, and the result lacks the refreshing "bloom" of a fine ensemble of wind-blown pipes. The difference can best be noted by listening to good-sized ensembles of pipes or speakers within the organ chambers.

The matter of longevity of service life is a consideration. With the exception of those organs with "tone-wheel" production, electronic instruments built with vacuum tubes have demonstrated a rather short life-span. While solid-state devices hold the promise of greater longevity, we have not had the advantage of the passage of enough time to make an accurate assessment. Still, even assuming that stability of circuits will be indefinite, the manufacturers of electronics would be hard-pressed to promise that their current products will remain "state-of-the-art" indefinitely. (Every year brings a new "advance!") On the other hand, a thoughtfully-designed and solidly-built pipe organ can, with occasional tuning, service, and infrequent component replacement, be expected to last indefinitely, as have pipe organs of past centuries.

The foregoing, in the writer's opinion, illustrates that even the most sophisticated, "state-of-the-art" electronic organs cannot equal a thoughtfully designed & expertly fabricated pipe organ in similar situations. Those who may be called upon to serve on an organ committee are cautioned to beware of the pitfalls of visiting an electronic instrument. Lovely individual voices are the easiest to reproduce electronically: larger ensembles for hymn-playing and works of the great Masters should be concentrated upon. Since it is extremely unlikely that it will be in a room with a fine pipe organ, comparison will be very difficult - perhaps impossible, particularly since many on the committee will lack the background to make a definitive judgement.

Advances have been made by the producers of electronic organs, but a fine pipe organ remains the instrument of choice for the proper rendition of the vast body of great music written for "The King of Instruments".

GET THEM TO THE CHURCH (AT LEAST ONCE) ON TIME

Reprinted from Ann Lander's column, Chicago Tribune, 4/6/91

THE NO-EXCUSE SUNDAY

To make it possible for everyone to attend church next week, we are planning a special No-Excuse Sunday.

1. Cots will be placed in the vestibule for those who say, "Sunday is my only day for sleeping in."
2. Eye drops will be available for those whose eyes are tired from watching TV too late on Saturday night.
3. We will have steel helmets for those who believe the roof will cave in if they show up for church services.
4. Blankets will be furnished for those who complain that the church is too cold. Fans will be on hand for those who say the church is too hot.
5. We will have hearing aids for the parishioners who say, "The pastor doesn't talk loud enough." There will be cotton for those who say, "The pastor talks too loud."
6. Scorecards will be available for those who wish to count the hypocrites.
7. We guarantee that some relatives will be present for those who like to go visiting on Sunday.
8. TV dinners will be available for those who claim they can't go to church and cook dinner too.
9. One section of the church will have some trees and grass for those who see God in nature, especially on the golf course.
10. The sanctuary will be decorated with Christmas poinsettias and Easter lilies to create a familiar environment for those who have never seen the church without them.

SEE YOU IN CHURCH!

CHURCH BULLETIN HUMOR

Sometimes the word arrangement in church bulletins is humorous. Here are some authentic samples taken directly from announcements made in various churches:

This afternoon there will be a meeting in the South and North ends of the church. Children will be baptized at both ends.

Tuesday, at 4:00PM, there will be an ice cream social. All ladies giving milk please come early.

On Wednesday, the Ladies Literary Society will meet. Mrs. Johnson will sing, "PUT ME IN MY LITTLE BED", accompanied by the Pastor.

Thursday, at 5:00PM, there will be a meeting of the Little Mothers' Club. All wishing to become Little Mothers will please meet with the minister in his study.

This being Easter Sunday, we will ask Mrs. Brown to come forward and lay an egg on the altar.

The service will close with "LITTLE DROPS OF WATER"; one of the men will start quietly and the rest of the congregation will join in.

The ladies of the church have cast off clothing of every kind, and they can be seen in the church basement on Friday afternoon.

On Sunday, a special collection will be taken to defray the expenses of the new carpet. All wishing to do something on the carpet please come forward and get a piece of paper.

A bean supper will be held Saturday evening in the church basement. Music will follow.

The rosebud on the altar this morning is to announce the birth of David Alan Belser, the son of Rev. and Mrs. Julius Belser.

Altar flowers are given to the glory of God in memory of her mother.

Irving Benson and Jessie Carter were married on Oct. 24 in the church. So ends a friendship that began in school days.

For those of you who have children and don't know it, we have a nursery downstairs.

The Rev. Merriwether spoke briefly, much to the delight of the audience.

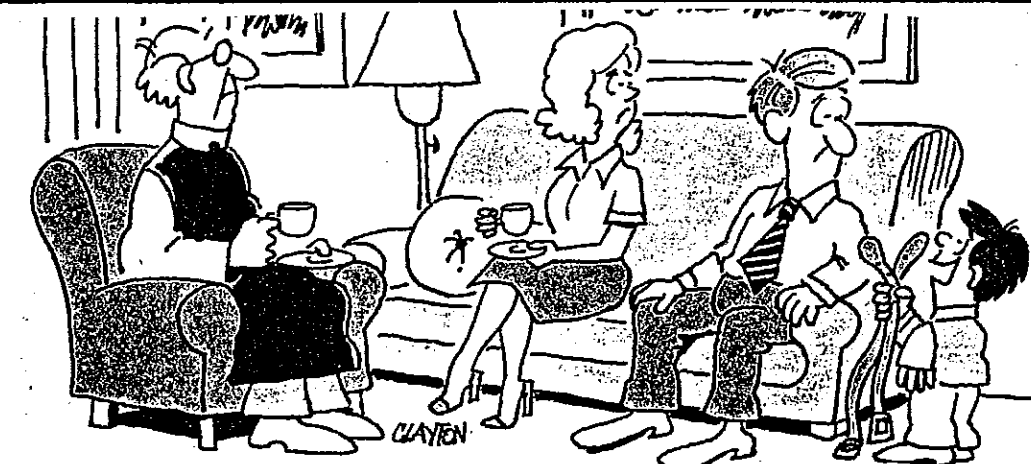
The pastor will preach his farewell message after which the choir will sing "Break Forth Into Joy".

The choir will meet at the Larsen house for fun and sinning.

During the absence of our pastor, we enjoyed the rare privilege of hearing a good sermon when J. F. Stubbs supplied our pulpit.

Remember in prayer the many who are sick of our church and community.

The concert held in Fellowship Hall was a great success. Special thanks are due to the minister's daughter, who labored the whole evening at the piano, which as usual fell upon her.

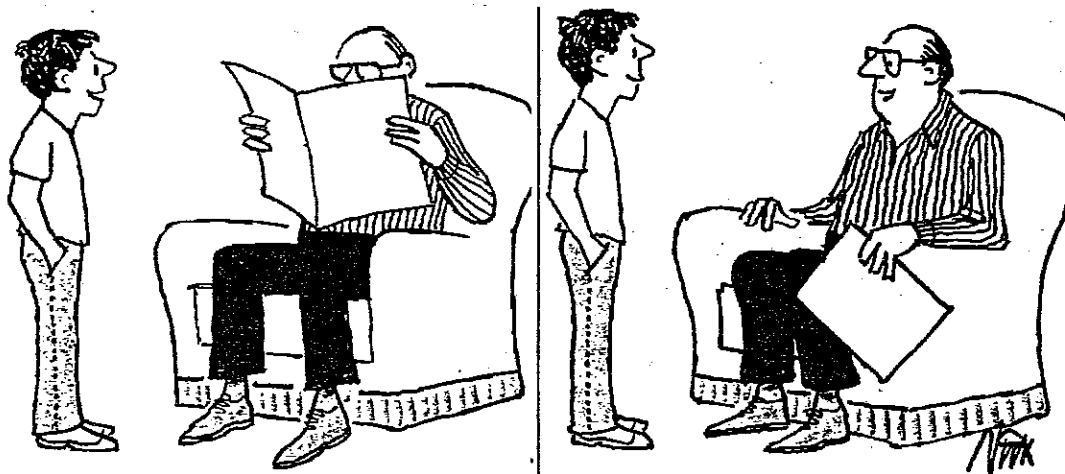


"Here you go, Pop - you said you'd need a couple of good belts to get through this evening."

A BUSINESSMAN struck up a conversation with a young man on a train. The young man appeared nervous. He said he had just been released from prison and was on his way home but he wasn't sure what kind of reception he was going to get.

"I wrote them a letter a few days ago," he said, "and I asked if it would be all right for me to visit. I said if it was, they could tie a white rag in an old apple tree out back. I'll be able to see the tree as we pass my family's farm. If there's no rag in the tree, I'm gonna just keep goin'."

Hours later, as the train approached the farm, the young man confessed that he couldn't bring himself to look for the welcome sign in the tree. He asked the businessman to do so and let him know if he saw a white rag. A couple of people overheard this request and as the train rounded a bend, they were all looking. The tree came into view and they all stood up and cheered.



"A psychic."

"And what do you want to be when you grow up?"



"Look," they cried. "The whole tree is covered with rags! There must be hundreds of them!"

EXAMPLE OF REP'S NEWSLETTER

Jim Benzmiller, our rep working out of Stevens Pt., WI, continues his communication process with his former and future clients with a local monthly publication, **KEY NOTES**. (Copy at right).

In the December 1990 issue of The Windline, on page 8, our multi-talented designer, **Floyd T. Higgins**, wrote an article describing our new Laser printer, purchased for use in the Hartford office. Floyd offered to make this resource available, along with his abilities in composition, typesetting, etc., for any rep requiring such assistance. Obviously, Jim's typeset newsletter "compliments of Floyd" are visible in the adjacent letter. Jim's **KEY NOTES** newsletter is a marvelous tool for keeping in contact with clients.

Too many people are ready to carry the stool when there is a piano to be moved.

JAMES T. BENZMILLER

COMPANY, LTD.

Pipe Organ Services and Restoration

Sales Representative
AUSTIN ORGANS, INC.

April, 1991

KEYNOTES

SCHEDULING OF SPRING TUNING will begin soon and you will be receiving an appointment postcard notifying you of our planned visit.

AUSTIN OPUS 2729 was recently installed and tonally finished in **BETHLEHEM LUTHERAN CHURCH**, Sheboygan, Wisconsin. This instrument joins Opus 2730 which was finished earlier this year. The organist reports receiving many favorable comments about the organ.

AUSTIN OPUS 2742 is destined for **HOPE REFORMED CHURCH**, also in Sheboygan, making that city the home of three new Austin organs!

MEMBERS OF REDEEMER LUTHERAN CHURCH, MARQUETTE, MICHIGAN expressed delight with their new Austin Opus 2732 which they heard for the first time on Palm Sunday, and Holy Week brought forth more comments of enthusiasm.

AUSTIN OPUS 226 - that's right, #226 installed in 1908 in **SAINT PAUL'S EPISCOPAL CHURCH, MARQUETTE, MICHIGAN** is still serving that congregation admirably. While visiting the installation of the new Austin at Redeemer, we stopped by Saint Paul's to inspect the organ and found it to be in fine condition. Also going strong in Marquette is Austin's Opus 1866, a 3 manual instrument from the 30's, installed in the First Presbyterian Church.

RENOVATION, RE-INSTALLATION AND REVOICING of the organ in **SAINT STANISLAUS CATHOLIC CHURCH, STEVENS POINT, WISCONSIN** is approximately 2/3rds completed and the results are receiving high praise from the organists. Originally a 1930 2 manual Möller, many new ranks were added in the late 70's. 39 ranks have been re-installed in the original chambers which only accommodated 17 ranks! Needless to say, much engineering was necessary to accomplish that feat!

With best wishes for the upcoming summer, I remain

Yours truly,

James T. Benzmiller

James T. Benzmiller Company, Ltd.
James T. Benzmiller