

# TOSA NEWS

March 2022  
Volume 61 No.2

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**Members at the AGM  
thanked Craig Keller for his  
contribution to running  
TOSA, on Committee  
and as President, over 12 years,  
by a vote of thanks,  
carried by acclamation**

**Welcome to Neil Palmer,  
our new President**



**/tosansw**



**#tosansw**

# Directory

## **Patron**

Dr John Atwell

## **President**

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Michael Curran 0412 332 952  
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Ernie Vale 0415 626 064 *editor@tosa.net.au*

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John Batts 0420 424 103  
Neil Palmer 9798 6742

## **Orion Players Convener**

Craig Keller 0418 484 798 phone or SMS  
John Batts 0420 424 103

## **Ticket Secretary (Concert Bookings)**

Theo Langenberg 0410 626 131 before 8:00pm please

## **Artist Liaison Officer**

Craig Keller 0418 484 798

**Photography** Barry Tooker 9744 1535

**Publicity Officer** Ernie Vale 0415 626 064

**TOSA News** David & Margaret Badman

**Printer** Printers of Richmond

## President



Dear members,

It was heartening to see members brave the elements and attend the Annual General Meeting at West Ryde Anglican Church. Perhaps it was the attraction to see and hear the progress of the Christie cinema pipe organ with some members having a play during the social side of the afternoon. Of course, an important part of the social side is the afternoon tea! Thank you Ladies & Gents for preparing this. Fortunately we had a quorum so the AGM was able to proceed.

You will note a few changes in the TOSA Directory. Former President Craig Keller has decided to take a step back and did not nominate for any Executive or Committee positions, however Craig is still willing to help TOSA in various ways and participate at Orion member's days when he is able to steal himself away from the workforce. We thank Craig for his time as President and prior to that, serving on Committee.

Welcome to our new Committee members John Batts and Michael Curran and thank you to all other office bearers for re-nominating. Also thank you to nominees who

were willing to serve the Society in an official capacity but were unsuccessful at the election.

I am pleased to announce that once again, Dr John Atwell has accepted the position of Society Patron for 2022.

Neil Palmer  
President

## Editorial



Hello Members,

All details of reports presented at the AGM as well as results of voting for Committee Member positions are included in the AGM minutes in this issue.

I look forward to bringing you the next interesting episode of "Beginnings" for your enjoyment.

Regards.  
Ernie Vale,  
Editor TOSA News.  
[editor@tosa.net.au](mailto:editor@tosa.net.au)

## From the Mailbox...



### Digital Lodgement National Library of Australia ISSN 2208-9098 (Online)

Thanks for your responses and please continue to email or write in, telling us what you think.

Where space permits we will do our best to publish your comments, but as space is limited, the editor reserves the right to edit any submitted comments and, as always, the views expressed by any individual may not necessarily coincide with the views of TOSA NSW Div.

Please submit all comments via email to:

The Editor [editor@tosa.net.au](mailto:editor@tosa.net.au)

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### Please Note

The Society's only bank account now is with **St George**. Details are **BSB 112-879, account number 442 088 530**.

Please direct all payments to this account with St George Bank.

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### Storm Water

It was revealed at the AGM that storm water had entered one of the Orion Wurlitzer's pipe chambers during the recent deluge that Sydney has experienced. We are currently working with Canterbury-Bankstown City Council, the owners of the Orion Centre

to get this situation rectified a.s.a.p. On the same day Council was contacted, they sent out one of their Plumbers for an initial inspection. The following day, two Plumbers were on site addressing possible storm water entry points at the base of the building. Access to the organ chamber was required on both days and I was able to be present. The plumber also built a "dam wall" at the point where water entered the organ chamber. At this stage it is not known what damage has been caused to the organ but this is possibly confined to some of the wooden wind trunking manifolds that touch the floor. As a result, the Orion instrument will be unavailable until further notice.

A pipe organ builder will be engaged to inspect and prepare a report. While this is a setback for TOSA NSW, our thoughts are also with those affected by the floods in NSW and Queensland.

Fortunately there was no apparent water ingress to the Marrickville Wurlitzer when I inspected it at the February member's day and a few days earlier. Perhaps I should add in trepidation 'so far'. That's all for now.

Neil Palmer  
President

## ***To Watch Out for***

Well, the Federal and NSW State Governments still encourage as many people as possible to be fully vaccinated including the booster vaccine. Moderna and Novavax are now available.

Simon, Cliff and Noah are all keen to entertain you with the wonderful sounds of theatre organ when it is safer for members and the public.

In the meantime TOSA is proposing to have a Members Day at the Christie Cinema Organ at West Ryde Anglican Church in May subject to availability of bookings for that venue on a Saturday.

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Members rise from CMG (known sometimes in Whitehall as "Call me God") to the KCMG ("Kindly Call me God") to ..the GCMG ("God Calls me God").

ANTHONY SAMPSON  
*Anatomy of Britain*

## **Advertising Rates in TOSA News**

For Members:

Small, Organ related ads = FREE!

For all other cases:

Quarter Page = \$25

Half Page = \$50

Full Page = \$100

Full Page Insert = \$125.00

### **Members' Dates The Orion Theatre Campsie 2nd Thursday of the Month**

#### **March Members Day Cancelled**

**Contact Craig or John to  
confirm dates for Orion.**

**Convener is  
Craig Keller on 0418484798  
or John Batts on 0420424103**

### **Marrickville Town Hall 4th Monday of the Month 28th March**

**No Members Day on  
25th April - Anzac Day**

**Convener is  
John Batts on 0420424103  
will email you  
to confirm availability**

**THEATRE ORGAN SOCIETY OF AUSTRALIA  
(NSW Div) Inc  
ANNUAL GENERAL MEETING MINUTES  
Saturday 26th February 2022, 2pm**

**St. Columb's Anglican Church,  
Cnr Dickson & Bellevue Aves., West Ryde**

- 1. Present (please sign attendance book)**  
31 Members
- 2. President's opening remarks**  
Craig Keller acknowledged traditional custodians of the land on which the meeting took place, thanked attendees, and voted thanks to the West Ryde Anglican Church parish.
- 3. Apologies :** Sharon Weismantel , John Batts
- 4. Confirm 2019 Business: printed Minutes available for perusal.**  
**Moved :** Barry Tooker      **Seconded :** Geoff Lloyd  
**Carried**
- 5. Confirmation of shortened term until next AGM.**  
**Confirmed**
- 6. President's Report ( Craig Keller)**  
**Moved:** Craig Keller **2nd** Neil Palmer **CARRIED**
- 7. Secretary's Report ( Simon Ellis)**  
**Moved** Simon Ellis **2nd** Pam Lawson **CARRIED**
- 8. Treasurer's Report ( Geoff Brimley)**  
**Moved** Geoff Brimley **2nd** Ernie Vale **CARRIED**  
Treasurer requested that the Committee action in changing the Auditor be confirmed

**Moved** Ernie Vale **2nd** Karl Zipzin **CARRIED**

**9. Marrickville Organ Report ( Neil Palmer)**

**Moved** Neil Palmer **2nd** Cliff Bingham

**10. Orion Organ Report (Craig Keller)**

**Moved** Craig Keller **2nd** John Weismantel

**11. Christie Organ Report ( John Weismantel/ Rob Gliddon)**

The installation continues to wrestle with the vagaries of Hill, Norman and Beard design. Everything is now installed, although not everything is working yet. The instrument has been used on a weekly basis by West Ryde Anglican Church for services, which is helping with pleasant improvement and settling.

**Moved** John Weismantel **2nd** Ian Georgeson

**12. Nomination for Patron 2021 – 2022**

**Dr. John Atwell Moved** Ernie Vale **2nd** Neil Palmer

**13. Appointment of Auditors for 2021**

**Treasurer Geoff Brimley : Moved** – The appointment of Kristen Burke as Auditor for the 2021-2022 Financial Year **2nd** Neil Palmer

**14. Declaration of Office Bearers 2022 – Returning Officer**

The following members, as sole nominees for the positions, are therefore declared elected Office Bearers:

**President :** Neil Palmer

**Vice Presidents :** John Weismantel, David Badman

**Secretary :** Simon Ellis

**Treasurer :** Geoff Brimley

## **15. Election of Committee 2022 – Returning Officer Costin**

**Committee as Elected:** Barry Tooker, Ernie Vale, Pam Lawson, Robert Gliddon, Michael Curran, John Batts

## **16. General Business**

**Robert Gliddon- Moved:** That the AGM thanks Craig Keller for his many years on Committee, and his expertise with computers and other things. **2nd Margaret Hall**

**Meeting Closed at 2.55 pm**

**Declared as a true and correct record of the Annual General Meeting held 26th February, 2022.**

**President: Neil Palmer**

**Secretary: Simon Ellis**

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### **President's Report to AGM February 2022**

Members, welcome to this somewhat belated Annual General Meeting. By rights it should be the 2020 AGM, or is that the 2021 AGM or have we slipped into some covid afflicted parallel universe? Let's just agree to call it the slightly delayed not so annual general meeting.

Whatever it is, it's 839 days since we last had a now well overdue AGM. Prior to that last AGM we had the amazing David Gray play a brilliant concert at the Orion Centre. A few weeks after that we had Tony Fenelon and John Atwell entertain us at Marrickville. Two months later on February 9, 2020 many of us gathered on a torrential rain afternoon at the State Theatre to see and hear Simon Ellis, Cliff Bingham and Titus Grenyer play the fully restored Wurlitzer in that magnificent venue. Then... that was it! For a long time.



Sure, we had a great social day here at St Columb's last year with TOSA members and members of the St Columb's congregation, but not a concert as such. Not for lack of trying. Every time we thought we could get something going blasted covid would once again rear its ugly head and the country and states went into lock-down preventing everyone from doing much at all. This caused all manner of issues with booking venues and artists then having to cancel bookings. We are fortunate that none of this caused a cost impact to the society as we were able to cancel in time. I feel bad for Simon and Cliff who have now had three false starts for their planned duet concert with guest organist Noah Curran.

We all hope that, now as the world emerges from this pandemic that we can resume some sense of normality, but our egotistical Russian mate has now kicked off an entirely different crisis.

As for me, well I've decided to step down from the committee after more than 12 years involvement. As you may know Deb and I live in Gerringong which is 130km from Sydney. Despite the good roads we have now between home and Sydney, the traffic once we're in Sydney is just becoming crazier on a monthly basis. It can make for very late nights going home from a meeting. I also have to concentrate on my career as I am now involved in some

## Show & Membership Prices

	All Artists
Non-members	\$40
Non-member Pensioner/Seniors Card holder	\$35
TOSA Members	\$25

**All Students FREE on confirmation of Student status**

**All Children FREE accompanied by an Adult**

Group Booking for 10 or more Adults \$22 per person

First time Adult \$25 by completed Voucher at Box Office

### **New Membership Fees for 2021-22**

\$50.00 Full membership, \$40.00 Concession, Interstate or

Overseas \$50. \$5 discount if TOSA News emailed to you

Membership enquiries David & Margaret Badman

(02) 4776 2192 [membership@tosa.net.au](mailto:membership@tosa.net.au)

Associate Membership for a spouse/partner is an additional 50%

large projects in TAFE and this can be very demanding and tiring in itself. Allowing some time for rest and recovery is important. But I will not be stepping away entirely. I'll still be involved on concert days, helping with the TOSA website, convening members days and other events at the Orion and some artist liaison work when concerts are possible.

I thank all members for their ongoing support of the society in these trying times. We hope you appreciated the half price membership and on behalf of the committee and all members, thanks to everyone who made donations – of whatever size – to keep the society afloat.

Thank you to the committee members I've worked with over the years. Your support and efforts help keep the society running. We've had challenges over the years but always with a suitable dash of chat and laughter to go with it.

Finally, I wish all the best to the new committee as they continue the operations and move towards a normal future for the society.

*Craig Keller, President*

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## **Secretary's Report to TOSA AGM, February 20th , 2022**

Good afternoon to you all, and thank you again for your attendance.

In order to prove that it is possible for me, I intend to be reasonably brief in my remarks.

It is stating the obvious to record that these past two years since our last Annual General Meeting in this place, at the end of 2019, have been extremely difficult, both for the Society as an whole, and for each of us individually, in many ways.

Many of us have suffered losses of people and things that we hold dear, as a result of severe weather and the continuing COVID-19 pandemic.

As a group, we have felt the dislocation and social isolation resulting from attempts to curtail, or at least cope with, the effects of the coronavirus restrictions around Australia. There is a sense of lost purpose and somewhat helpless lost focus for the work of TOSA NSW, and membership-wide sadness at the inability to meet, socialise, and enjoy the art-form which binds us together, and which we all love. Indeed, our last real gathering was for the re-opening of the Sydney State Theatre Wurlitzer... at the time, a sign of hope for the future, presently consigned to recent history.

Your Committee is well aware that these are perilous times, and we have agonised during the last two years about how to deal with our situation. Events have been arranged, only to be cancelled; Membership fee discounts have been instituted to help remind our loyal patrons that they are not forgotten; maintenance of our instruments has been reduced to a preservation schedule; and worst of all, we have witnessed the passing of some of our troupe.

We debate whether our survival depends on re-energising tired souls, or approaching the problem as if we were back to the beginning days of TOSA NSW.

If we are to move forward and grow, we need a corporate marketing plan...not some agenda imposed by those who serve on Committee...rather, more than ever we must all be involved in publicising our interest, our reason for being, our desire to welcome new people and new ideas, our wish to adapt and grow into the future. This **MUST** be the work of all of us who are Members and friends of the Theatre Organ as an artform. We must **SELL THE PRODUCT**, as never before.

We need a change of focus. We need to promote theatre organ as a living, evolving, contemporary instrument... not merely as a nostalgic relic of past halcyon days. We need new, fresh, dare I say it, out of left-field ideas, as the Americans say. I have some suggestions.

We must encourage our attendees to bring their friends, their neighbours; bring their Grandchildren (there is a message in that !!)... for free, or perhaps, at a cost of , say \$2.00...if the little darlings **MUST** eat.

We could think about re-fitting our consoles to operate as video game controllers. We could add I-Pad screens, so that new, young players with typical, new, young short attention spans could watch Netflix or the Disney channel, or talk to their friends while they are rehearsing for, or playing, a Concert.

We could encourage the attendance of reluctant patrons by offering a FREE Rapid Antigen Test for everyone who turns up.

We could run competitions for the composition of new music centred on the use of the theatre organ... music for "COVID the Musical". Music called " A Pandemic Suite". Who knows what other really creative suggestions we can generate.

We MUST develop these suggestions as a group...together. Without the willingness to embrace new ideas and new opportunities, we will not have a group to which to belong.

The choice is OURS.

*Simon Ellis, Secretary*

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## **Theatre Organ Society of Australia (NSW Division) Inc.**

### **Treasurer's Report for years ended 30th June 2020 & 30th June 2021**

Good afternoon.

Due to the unusual circumstances of the past couple of years, I propose dividing this brief report into three sections – the 2019-20 financial year, the change of Auditor, and then the 2020-21 financial year.

#### **2019-20**

From trading , that is sale of recordings, raffle tickets and afternoon teas (but excluding concert ticket sales) a profit of \$1,223 was recorded. The final result, taking all receipts and expenditure into account, was a profit of \$7,524.64 The only abnormal expense was the subsidising of the State Theatre Event which cost us \$1,177 Both income and expenditure were curtailed due to the pandemic restrictions.

The financial statements were audited by C M Pitt & Co, Chartered Accountants and I would like to place on record my appreciation of the assistance always readily available from Mr. Charles Pitt.

### **Change of Auditor**

Charles Pitt has been our qualified Auditor for several years. However the cost incurred, whilst heavily discounted, has been a drain on our finances and the Committee investigated the possibility of an honorary Auditor, either professionally qualified or at least with some experience. Our preference was a member who had retired with career experience in auditing or accounting. At this stage we have been unsuccessful in that search. A lady by the name of Kristen Burke, with some experience in auditing, agreed to take on the responsibility at no cost to the Society. Normally this appointment would have been the responsibility of the AGM. As no AGM was possible last year, the decision was made by the Committee under the terms of the Fair Trading Department covering the exceptional circumstances.

### **2020-21**

As you are aware, no concerts were possible during the year. Because of the continuing uncertainties in early 2020, the decision was made to reduce membership fees by 50% for the year. (This reduction was again applied to the 2021-22 period.) A members' function was possible at WRAC and, at times, practice times were permitted at Marrickville and Campsie. Donations were received from each of these.

Total income was \$6,545.62 with expenditure totalling \$10,220.75 A loss of \$3,675.13 resulted.

Should anyone wish to examine the accounts or financial records, or have any enquiry concerning them, please do not hesitate to ask.

Thank you.

*Geoff Brimley, Treasurer*

# **Marrickville Organ Report for postponed 2020/21 AGM 26 February 2022**

Good afternoon, everyone,

In March 2020 the Society received notification from Inner West Council that the use of Marrickville Town Hall and all other council venues were being suspended due to the Covid pandemic. Knowing that long periods of idleness would be detrimental to the organ, I made this known to the authorities and was able to negotiate access twice a month to run up the blower and exercise the organ's action. The restriction was that only one person could be in the hall and the visit was for organ maintenance only with each visit being approved by Council's work, health & safety department.

In August 2020 the Society was asked to submit a new application for access to the hall for member's practise for the remainder of the year together with a Covid-safe plan. This was approved and a member's playing day was held on 24 August. A new application for member's access for 2021 was submitted by mid December and member's practise was able to commence in February 2021.

At the March player's day, a severe wind leak was detected coming from approximately half way up the external wind line. To avoid any damage to the blower motor due to the likelihood of it racing to try and compensate for the leak, use of the organ was suspended. Although TOSA owns the organ, the external wind line is attached to a council-owned venue and it soon became apparent that the repair was beyond the scope of TOSA volunteers for occupational health & safety reasons. Vice President John Weismantel and myself had an on-site meeting with Council officials to determine how the repair might be carried out.

The Council's Coordinator of Trades Operations thought that it might come under plumbing and organised Council's contract plumber to meet me at the hall. The plumber determined that the only safe way to access the wind line was via a cherry picker in the rear car park. Once a date had been set in May, John Weismantel and I removed the coupling between the blower and wind line and

blocked the blower outlet to prevent any debris from falling into the fans once the wind line was disturbed. We had to wait a few days for the epoxy repair to set then with the help of Ernie Vale we replaced the coupling and tentatively ran up the blower and could not hear any leaks from the wind line. Member's practice was able to re commence at the beginning of June although use of the hall would be once again suspended due to another Covid flare up. Some signs of rust were noted on the blower casing which have been treated and the casing was given a couple of coats of rust guard enamel.

The 11th February 2022 was the Centenary of Marrickville Town Hall. A couple of weeks prior to the event, member John Batts was approached by the Community Library Historian, while he was obtaining the keys for his practise, about including a talk & demonstration of the organ for the tours of the building that would be conducted on the day. John agreed in principle and contacted me. I was then included in correspondence leading up to the event. On the day, I gave a short history of the organ including a few interesting facts for example, number of pipes etc. then handed over to John to play some items. Photos of the pipe chamber interiors were on display plus photos of the organ's original home, the Prince Edward Theatre. There were three group tours conducted which were ticketed and capped due to Covid restrictions.

Are there any questions?

I move acceptance of this report.

*Neil Palmer, Vice President and  
Marrickville Organ Maintenance Supervisor.*

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Shakespeare, in the familiar lines, divided great men into three classes; those born great, those who achieve greatness, and those who have greatness thrust upon them. It never occurred to him to mention those who hire public relations experts and press secretaries to make themselves look great.

DANIEL BOORSTIN

*The Image*

## **Orion Report for TOSA AGM 26 February 2022**

Members, the Orion Centre Wurlitzer – Opus 1813 – has not been completely dormant since its last concert in October 2019. Although after the amazing workout it received at the expert hands of David Gray, it probably appreciated the rest.

Since that concert there has been a long overdue upgrade to the ranks on the organ, as you would have read about in TOSA News. The genuine Wurlitzer Saxophone rank that was purchased from Melbourne a few years ago was finally installed mid-2021. The pipes were all overhauled by the expert hands and eyes of John Parker then put in place on their chest. The former Dennison rank that had been there for decades was removed and will be made available for sale in the not-too-distant future.

The Sax rank really has brought some new life to the solo chamber. It sounds quite authentic and less like the fat clarinet sound of the Dennison rank. Some may never tell the difference because there's nothing there to compare it too. It was a substantial investment of both money and time over the past few years to get it all happening but those who have heard it think that it was well worth the purchase.

Now that it's settling in, the last piece of work regarding the Saxophone rank will be adjusting its voicing so that we have optimal performance in relation to the rest of the organ.

Of course, member days have been happening as covid restrictions allowed and the cooperation for venue access by Orion management has been excellent. Member days have helped keep the organ exercised. Those of us who were at the most recent day a couple of weeks ago will tell you that waking up a pipe organ that's been dormant for two months leads to some interesting sounds. Fortunately John Weismantel was on hand and spent a while in the chambers hunting down ciphers. The rest of the day went fairly well – as have those before.

Now for the bad news...

During the recent severe weather events, an old building problem that we've suffered with in the past has occurred once



again. Last Tuesday's storm was the tipping point. I received a call from Neil on Wednesday morning as he was splashing around in the solo chamber in sodden shoes. The wall at the back of the chamber had allowed water from the sodden earth behind it to flow into the chamber and we estimate that maybe 5cm deep water was across the chamber floor. Neil and John Khoury from Orion Centre did their best to remove what they could. We have no idea what damages may have occurred.

In phone discussions with Neil and email with the rest of the committee we have decided to approach Canterbury Bankstown Council as the owners of the building with a view to put in an insurance claim to identify and rectify damages that have occurred due to water damage. Until that process is sorted the organ may be out of action for a period. Ideally with an insurance claim agreed we can then proceed to engage professional organ builder services to rectify the damages.

I suppose it's fortunate that we don't have a concert booked in the next couple of months!

*Craig Keller, President and Orion Organ Maintenance Supervisor.*

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**L-R Ross Wells in background, Ian Georgeson, Graeme Costin, Michael Curran, Margaret Badman & Pam Lawson**



**Margaret Hall played the Christie under the guidance of Vice President & Restoration Project Leader, John Weismantel as to ranks on the organ and location of additional sounds available**



**Cliff Bingham enjoyed some time giving the Christie a work out whilst exploring the stops and ranks of sounds available**





**Returning Officer, Graeme Costin enjoys time at the Christie**



**TOSA NSW youngest member, organist Noah Curran on the left and TOSA NSW second oldest member, Ritchie Willis on the right**



**Tom Barber, regular member and organist at TOSA players days  
enjoying playing at the Christie**

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Mobile: 0412 967 902  
Email: [cliffbingo@gmail.com](mailto:cliffbingo@gmail.com)**

## **Michael Piquemal writes;**

I have four sets of Conn pipes, model 144, that I'm giving away for free. They were a barn find.

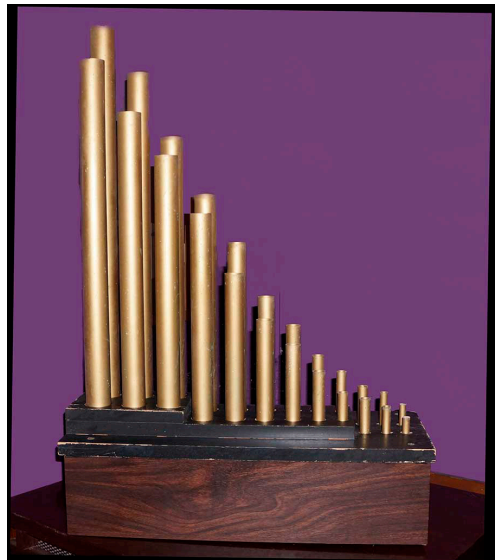
I cleaned them up, but they will need some refurbishing, definitely some new black paint, surprisingly the wood grain lower section is in good condition.

I haven't tried them so they might need new speakers as well.

I originally got them for my digital organ project, but I realised I don't have the room to install them, my home theater is overloaded as it is, I don't want to throw them out if some one could use them.

I have attached a picture of one, the others are in similar condition. I had a few people interested when I put them on ebay, but the shipping was the killer because of the shape of the pipes, the boxes would be large, and the shipping is charged on volume as well as weight. So rather than throw them out, their free to anyone who wants to pick them up, from my home in Beverly Hills.

Regards, *Mike*  
*Phone 0412 953 320*  
*or [piquemal@optusnet.com.au](mailto:piquemal@optusnet.com.au)*



## **BEGINNINGS:**

*Continued from January/February 2022 TOSA News  
An excerpt from The Encyclopedia of American Theatre Organ  
Volume 3 by Preston J. Kaufmann*

## **FLUCTUATIONS:**

### **October 1911 To August 1912**

“The contract will not fail, but if it should I would get busy again at once, and we will have orders for more instruments than the factory can supply and moreover, these instruments will be made and of good material.”

Meanwhile, the matter of getting stock instruments produced on a steady basis remained a topic of concern. In fact, after only one stock organ had been shipped, the company was obliged to write this memorandum—*FW (Fanny Wurlitzer) to RHJ at factory, January 30, 1912*: “Yesterday when Mr. Howard Wurlitzer was here he asked to see the specifications of the different styles of instruments. In going over these I find very much to my surprise that changes have been made in all of them. These changes are in the form of additions to all styles, increasing the cost to us. It was my understanding that no changes were to be made in any of these styles without your first advising me of the changes that were to be made, so that we could increase the price. Also, that no changes were to be made in the instruments while they were being manufactured in order to avoid the expense, which is always additional when once an instrument is started.

“Please report to me on this matter as to why these changes were made without submitting them to me. Anything of importance should be called to my attention. There is no harm in making changes in order to better the instruments, but when the change means additional cost, we must at the same time increase the sales price of the instrument.”

Hope-Jones responded—*RHJ at factory to FW, February 2, 1912*: “. . . The changes to which you refer were worked out during your absence in Europe on the basis of the understanding arrived at October 14, 1911.

“In the schemes drawn previous to that date, I was not a free agent. They were, artistically, defective. I made conservative

changes to eliminate those defects that would have told most seriously against sales.

"The costs of production have not been increased. They stand at the figures I quoted in the first instance. Increase in one direction has been met by reduction in another.

" I agreed to the very low royalty (31/2% less expenses) . . . only on the distinct understanding . . . that you would give me every help and freedom to serve you to the best of my ability.

"In lumber and other matters such assistance was not at first granted, but since the Cincinnati meeting of January 3rd, things have been much better. I am now in a position where I am rapidly making good. I do trust that you will not throw me back and clip my wings, but will help me to give you my best service.

"You know sales are increasing. Quality of instruments is increasing. Rate of output is increasing. Costs of production are being lowered. Management and staff are being . . . augmented and trained that you may continue the business in case of my death or disablement, and you know that these things are being accomplished rapidly . . . "

On the same day as the previous letter was written, a design matter is discussed—*RHJ at factory to FW, February 2, 1912*: "Regarding attached [memo], Osborne has submitted a sketch which I will put before you, though I cannot say I quite like it. As my memory serves me, the matter was arranged on one occasion when Mr. Howard was down at the factory during your absence. The idea at the time was to have Style 3 instruments with suitable cases gotten ready immediately. I spoke of Osborne, and it was thought well that we should have him over to look at the machine and make a design, while at the same time Mr. Howard spoke of having some designs prepared by somebody in Chicago.

" I confess my recollection of the matter is not very clear, but I see that we promised to bear Osborne's expense of his journey and I know he came, measured the thing up and schemed just how the casework could be arranged so as to allow proper access to the various parts of the instrument."

*To be continued - Editor*



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