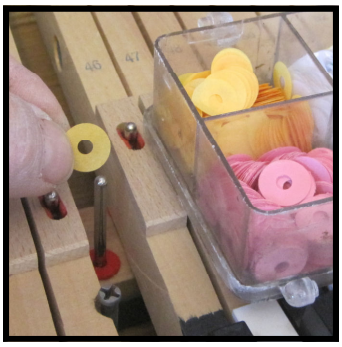

Vertical Piano Regulation
Promo Set Preview

The Piano Owner's Heads-Up Guide to Important Piano Maintenance

Focus On: Vertical Piano Regulation



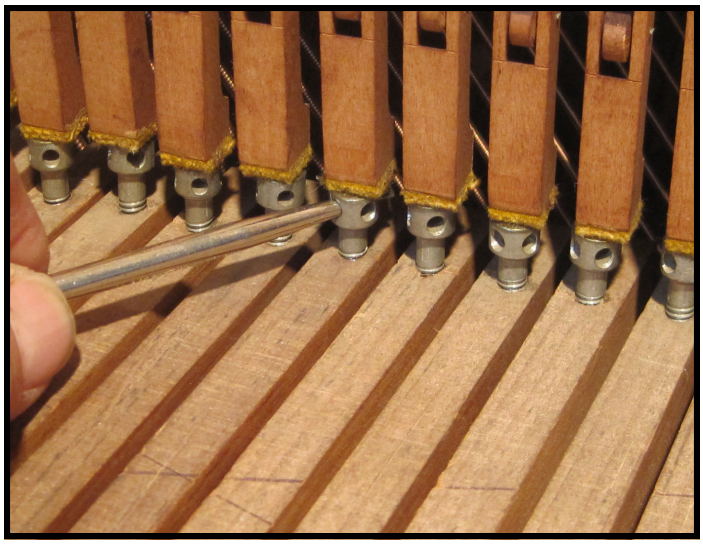
Your information Goes Here

The adjustments of your piano action related to touch have not been attended to recently and are causing the piano to be less than responsive. A job of regulation is in order and should be considered.

To many pianists, a piano's touch is as important as its tone. (Touch refers to the efficiency and responsiveness of the mechanical action of the piano, and is what is responsible for giving a piano its full range of power from the silkiest of pianissimos to a crashing double forte.) When a piano begins to lose its mechanical efficiency, it is said to have gone out of regulation. Adjustments which were set at the factory no longer are accurate because of the compression of felt parts which serves as cushions to all the contact points in the action. **Exacting measurements and corresponding adjustments are needed at this time to put your piano back into proper regulation.**

Explanation of Repair

A minimum job of regulation will in- taking up the mer letoff, set- the amount of d to be taken ted repair work, but the actual job of regulation is done at the piano. With any needed repair work to your piano action accomplished and the regulation of the action done to perfection, your piano will be more responsive and fun to play than it has been in a long time.



If you would like to have your vertical piano regulated, contact me at your convenience to set up an appointment. Working together, we can make sure that your piano is maintained correctly for your maximum enjoyment.

Heads-Up Preview

About This Preview Packet

The 24 main topics available for your free personalized promo or newsletter set all come in 2 versions—heads-up and full-length, both of which are shown in this preview packet.

Heads-up versions (see example on previous page) are always 1 page in length and as such are very direct and to the point. These shorter versions work especially well for pianos which have a number of repair issues in that a packet of them can be included with an estimate without creating a perceived overload of information for the owner. For my own business, I print multiple copies of heads-up for every topic covered thus far and carry several of each with me in my briefcase on tuning rounds in case I need to put a packet together. I spend a little more on printing expenses to have them produced on heavy-weight card stock, but the extra expense is well worth it, at least in my opinion—the promos have a very substantial 'feel' about them on the heavier-weight paper.

With a written estimate accompanied by relevant heads-up promos, a well-informed decision can be made more easily at the owner's leisure. This is especially helpful when the decision (to repair or not to repair) involves a discussion between joint owners of the piano—a husband and wife for example. The couple can sit down at the kitchen table together and go over the materials in an informed manner. Also, heads-up promos are great for any situation involving committees. If a half dozen repair topics are involved in a proposed restoration of a church piano, for example, the heads-ups can be passed around among committee members for everyone to become involved in the discussion and decision making.

Full-length versions (see example on following pages) go into enough detail that even your most discriminating customer will be satisfied. For my own use, I've printed off a single copy of each full-length version that I have in a binder which I also carry in my briefcase. Occasionally, I get my binder out if the customer wants more information on the spot. More frequently, however, are situations in which I ask my customer if they would like me to send the full-length copies of the topics concerned via email for further reading and consideration. Quite often customers do opt to see the in-depth materials.

Whichever version of the promos are put to use, the fact is that they work! In my own business, since I have begun giving out promos with estimates, the percentage of clients having recommended repairs done has increased steadily. In 2011, over 90% of the estimates which I gave were followed through with. Before promos, those types of numbers were way beyond what I ever saw. Other users of promos (see testimonials) have experienced similar results. Technicians have reported back that because of the promos, their businesses are doing better than ever before.

But enough about my own experiences and those of other technicians. Try a promo set out for yourself! Pick out a topic for your free promo set, and let us help you start building upon your own success story! Best wishes to your future!

Full-Length Preview

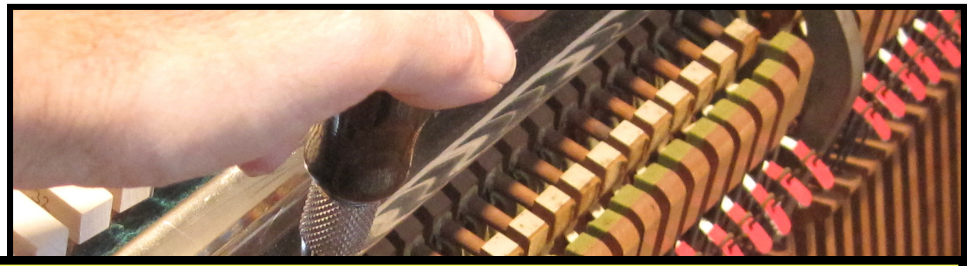
The Owner's Guide to Piano Repair

Focus On: Vertical Piano Regulation

Information provided courtesy of:

Your Contact Information Goes Here

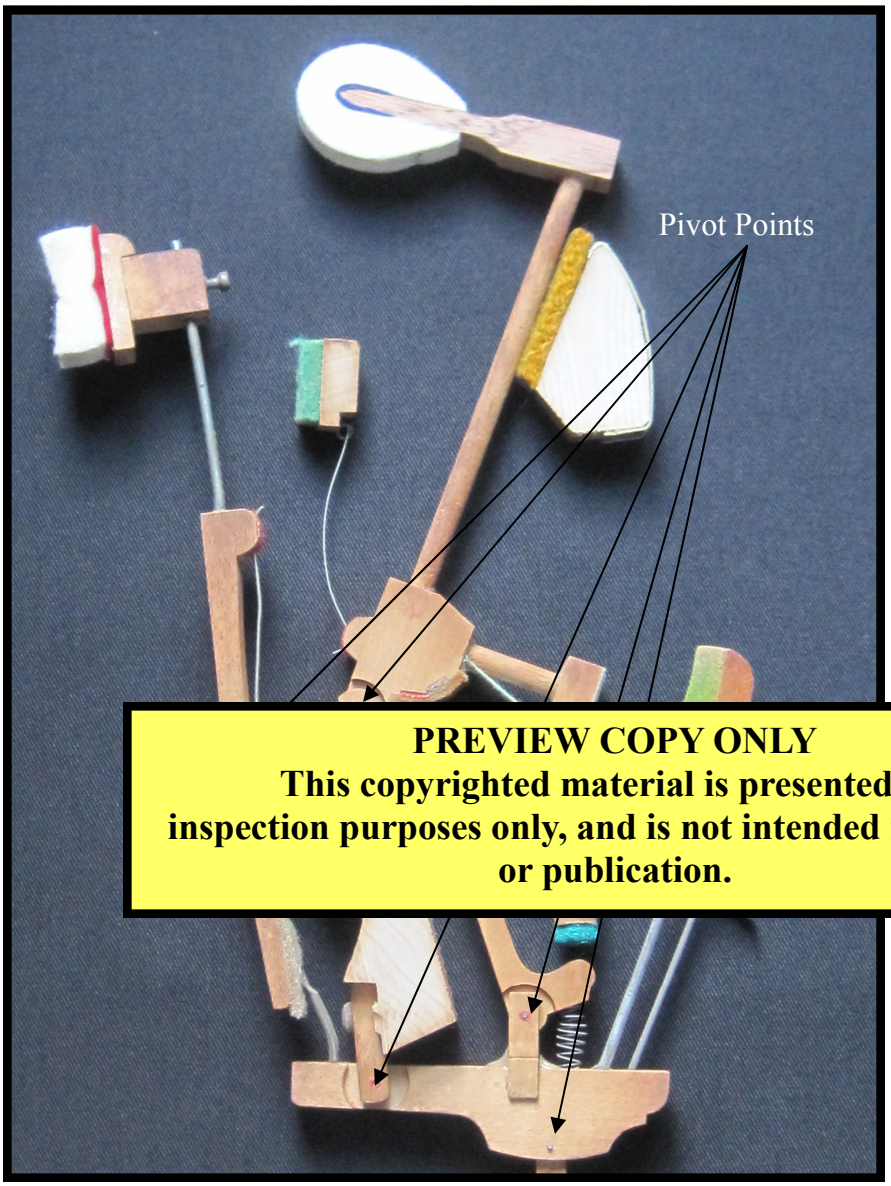
The proper touch on your piano depends on it being regulated. To many pianists, a piano's touch is as important as its tone. Touch refers to the efficiency and responsiveness of the mechanical action of the piano, and is what is responsible for giving a piano its full range of power from the silkiest of pianissimos to a crashing double forte. When a piano begins to lose its mechanical efficiency, it is said to have gone out of regulation. Exacting measurements and corresponding adjustments are needed to put a piano back into regulation. **The adjustments of your piano action related to touch have not been attended to recently and are causing the piano to be less than responsive. A job of regulation is in order.**



The following commonly asked questions have been answered to give you the information you need in order to decide whether or not to have me regulate your piano:

What exactly would cause a piano to go out of regulation? Weren't necessary adjustments set at the factory?

To a greater or lesser degree your piano would have been regulated at the factory where it was built. Fine quality instruments obviously receive more attention than models on the low end of the price spectrum, and as such have a better touch from the beginning, but even the finest quality piano will go out of regulation over time. To understand the complexity of the vertical piano action and the primary cause of an action going out of regulation, consider the cut-away photo of the action from an actual piano on the next page.



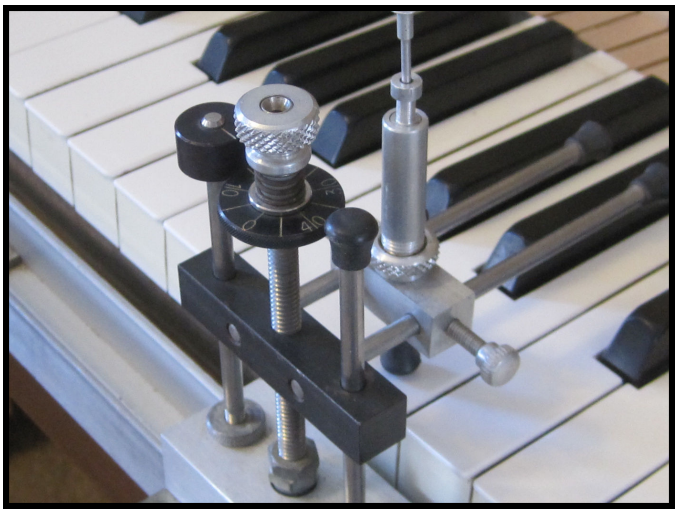
The action of the vertical piano is truly a mechanical marvel. Perfected before the turn of the last century, its remarkable design is still in use today. Although the operation of the piano may seem simple from the outside, inside it is in fact very complex.

When a note on your piano is played, the energy from your finger instantly puts a anced system and motion. pivot shown) swing the combination of parts into action. Felt cushions at all contact points prevent action noise from intruding upon the music produced.

When properly adjusted, the vertical piano action is capable of a level of performance second only to a fine quality grand piano. For most musicians, it will provide everything it's asked to give musically and more.

The primary reason that the action of a piano goes out of regulation is that the felt parts (over two dozen per note) which are so important to the functioning of the action become worn and compressed with age and use. As compression occurs, adjustments to the contact points which were made when the piano was new no longer are accurate. As this happens, a gradual loss of performance occurs. Lost motion in the action prevents maximum power from being transmitted from the keys to the strings when forte is called for. Early release of the hammers causes misfiring notes when subtle pianissimos are attempted. Double-striking notes become more and more of an annoyance. Although the change occurs over time, at some point it starts to become obvious that the piano is not performing up to par.

Could I have a description in detail of how one particular regulation adjustment is made?



In leveling natural keys, one of several measurement tools will be used to ascertain the exact height of each key. Pictured is the Jaras Multi-Functional Device being used to measure the amount of height which needs to be added to each key to bring it up to level. Other tools which might be used to complete this job would be a straightedge, or Davis Key Leveler (photo on cover)

Once the measurement has been made for the key, leveling [illegible] balance [illegible] the key [illegible] uce a perfectly level set of keys. After all the keys have been leveled, the leveling papers and the balance rail felts will be flipped so that the felts are on top.

What other adjustments will be made?

In addition to leveling the keys, a minimum job of regulation will include setting the hammer blow, taking up the lost motion, adjusting the hammer letoff, setting the key dip, and checking the amount of aftertouch.

How extensive of a job is it to regulate a piano?

The good news is that the work is done primarily on-site. The action may need to be taken to the shop beforehand for related repair work, but the actual job of regulation is done at the piano. The work is extensive in the sense that every adjustment needs to be made for every note on the piano. Additionally, many times a second pass through is necessary because of the fact that the adjustments are inter-related and affect one another. Also, be advised that the longer it has been since the piano was previously regulated, the more time will be required.

Are there ways to tell if a piano is out of regulation without precise measurements that only a technician can perform?

Certainly. One of the easiest symptoms to spot are keys that are no longer level. Get down on eye level with the white keys, and look to see if the keys are perfectly even from one side to the other. You can also use a lightweight straightedge to check the level of the keys. Place it edgewise along the white keys and see if daylight shows between any of the keys and the bottom of the straightedge.

A second, easy-to-spot symptom of an action which is poorly regulated are hammers which are letting off too early. Lift the lid of your piano, and check to see how close the hammers come to the strings before being let off. To do this, push very slowly on a key while watching the hammer approach the strings. When a piano is
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When these two specific adjustments are incorrect, it is part of a larger picture of a piano action which needs attention.

How often does a piano need to be regulated?

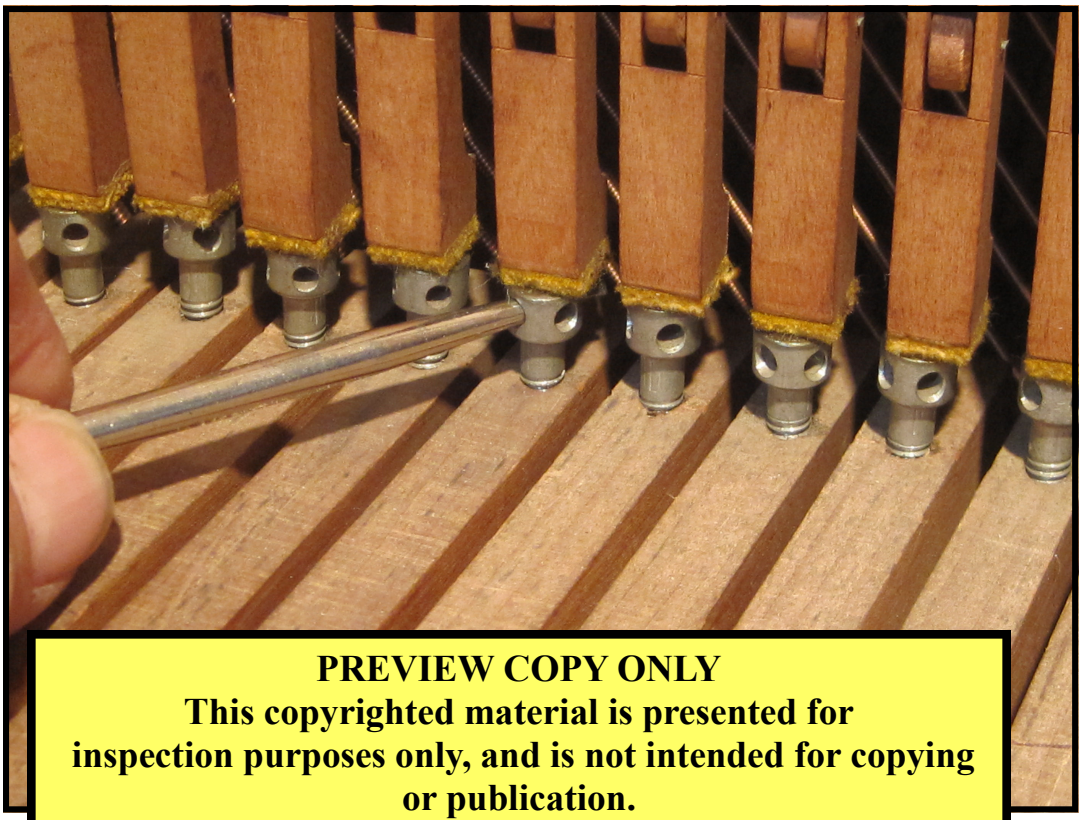
For most pianos, a regulation every 5 - 10 years should be adequate. Since a piano goes out of regulation as a result of the amount of play, a piano which is used on a more regular basis will need to be regulated more often than one that sits idle for long periods at a time.

If other repairs are needed, is there a logical order in which to do them?

Yes. If new keytops are to be installed, or if hammers are to be filed or replaced, regulation of the action should wait until those repairs are completed to avoid having to repeat making the same adjustments.

If an overhaul of the piano is in the works, on the other hand, this is the ideal time to regulate the piano. It will put the finishing touch on all the other repair work done on the piano to bring it up to its potential.

With any needed repair work to your piano action accomplished and the regulation of the action done to perfection, your piano will be more responsive and fun to play than it has been in a long time.



Capstans are adjusted to take up lost motion.

"In business to bring your piano to its full potential."

Your Contact Information Goes Here