



President's Message

By Don Glasgow

Greetings from the sunny south. These are challenging times for each of us in the music business and for the NPTA.

The 2008 NPTA NAMM meeting was considered a success by most of our members that attended. However, apparently some of the members prefer having the meeting on Wednesday evening rather than Saturday. Please see the Annual Party Survey at the end of this newsletter and express your preference. We will report the results.

The decision to upgrade the meeting to a nicer hotel with good food and having live entertainment made it considerably more costly

than last year. I think you will agree it was well worth it to go first class. Mr. Wilton Syckes sat in for a few numbers with his trombone. Wilton plays a good trombone, I think it's a King. Joking aside, Wilton really is a good player. It was a special treat to hear him.

Special thanks go to all the members that helped with the set up of the annual meeting. Also, thanks to the "girls" Mrs. Michelle Slayman and Mrs. Debbie Wise for their assistance with the reception desk at the NPTA annual meeting and party.

The NPTA is now offering corporate sponsorships (CS) for \$300 a year. The CS names will be added to our Web site and future newsletters. The CS will include two annual memberships with two free passes to the annual NPTA show party.

Please see President on page 3



Vice President's Message

By Dick Christian

We have finished yet another NAMM show, and I hope that it proved beneficial for all of you.

We would like to thank you for taking time from your busy schedules to attend our meeting at the Hyatt, as it was a new night and venue, and I know that it was an effort for you to be there. I thought that the food was the best yet, and I have heard that many others share this opinion.

We honored some of our fallen colleagues at this

meeting, Jack Brand and Frank Huffman. These gentlemen were true professionals in every sense of the word, and will be missed by all.

Our organization is unique to the industry, and I am extremely proud to be a part of it, as I know that all of you are. We need your constant support and help in enrolling new members in order to pass the heritage along through the ages.

Since I am in Nashville, I hope to see many of you at the summer NAMM. Please contact me if you are coming, as I would love to show you our new facility while you are in town.

Dick Christian

Last Call!

By Chuck Clynes

As we all know, Frank Huffman's passing last fall, was not only a sad event in and of itself, but happened at the same time his home in Frederick, MD was destroyed by fire. All any of us were able to learn beyond that was that Frank's wife Peg, and his daughter Liz, were living in a nearby motel waiting for the dust to settle. Those of us who have known and worked with Frank over the years have been especially saddened to watch his family, get hit by this double whammy.

Peg and Liz have moved to Kansas City. The house in Frederick has been re-built and is on the market for sale. They really appreciate the thoughtfulness expressed to them by Frank's fellow NPTA members and want us to know that they are doing fine. If you'd like to drop them a note, here's their address:

Peg Huffman
1724 Bellview Ave.
Kansas City, MO, 64108

As a result of our collection efforts at the last NAMM meeting, we now have about \$200.00 in Frank's "Drinky - Winky Fund". This collection is intended to go to Peg and Liz to use in any way they choose. In the event you missed the opportunity to contribute to this fund, it's not too late to join in one last toast to this comrade and friend. Anyone who would like to make a final

contribution to this fund should make their checks payable to the National Piano Travelers Association, earmarked for the Frank Huffman family and mail them immediately to Rob Slayman at:

National Piano Travelers Assn.
PO Box 501361
Indianapolis, IN, 46250

Once we've determined that all contributions have been sent in, we'll enlist one of our NPTA members living in the Kansas City area to personally present the check to the family.

As NPTA members, we share much more than a common dedication to the music industry. What happened to Frank's family could have just as easily happened to anyone of us. It's a chance to reach out to these folks, just as you'd hope would be done for your own family under similar circumstances. Frank was a good man and those who knew him are richer for the experience. Let's give his family a heart felt "thank you" for sharing him with us!

Chuck Clynes
pianomony@comcast.net

*Thanks to Dan Del Fiorentino for
posting a video clip and bio for Frank
on the NAMM Web site*

We're on the Web!
Visit us at:
www.pianotravelers.com

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So far the list of 2008 sponsors includes Paul Jansen & Son, Keyboard Carriage, Samick and Schimmel Piano. This as an additional source of needed revenue for the NPTA and should improve the attendance of company executives at the annual meeting. We should have at least ten corporate sponsors each year.

I would like to give special thanks to Gary Girouard for taking care of the NPTA Web site. I recently was informed that Gary had paid the cost and maintained the site since it was put up. We are now paying the cost and Gary has agreed to continue maintaining the site until we can find a new web master.

We plan to add pictures to the web site of the deceased members of the NPTA. Please send the pictures of the NPTA members that have gone on to that Big Piano Sale in the Sky. That's the sale where the bus pulls up with fifty two prospects and they all pay cash. The closing ratio is 100%, the prospects go to the most expensive Piano, and they pay full price. Oh what a sale that will be!

It was great to see everyone at the Show. Have a Great 2008.

Warmest regards,

Don



Sayonara!

By Wilton Syckes

SAYONARA * AUF WIEDERSEHEN * DO WIDZENIA *
ADIOS * FARVEL * ARRIVEDERCI * ADJO * ADEUS *
AU REVOIR * TOT ZIENS * NAKEMIIN * ZAI JEN
GOOD BYE * SO LONG * SEE YA

It's possible that this will have been my last trip to a NAMM convention. Of course I said that last year, but this year I think was it. I am in my 83rd year, and after 58 shows I've served my apprenticeship!

However there is one thing I want to give to each of you who daily hits the road as a dedicated piano traveler. It's a likeness of the

PROFILE OF A SUCCESSFUL PIANO SALESMAN

You need to put your name right under the word

"successful" so everyone knows that the guy with the halo is none other than you!

Also, would you believe I've "written" a book! It is about two great piano companies – Aeolian American Corporation & Winter & Co. It contains lots of information about the two giants of the piano business, plus other chapters about their corporate history, personal remembrances of mine plus those of other old piano travelers, history of the National Piano Travelers Association and a story about the closing of the Everett Piano Company.

If you would like a Profile of a Successful Piano Salesman or the book as described above please write to me. The Profile is FREE – the price of the book is \$14.95 (including postage). I hope you enjoy it as much as I enjoyed compiling and editing it!

-Wilton

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Please send your
tips,
updates,
corrections, and
information for the next
newsletter to
Rob Slayman at
Robslay33@sbcglobal.net

Travel Tips

**Carry a couple of USB memory sticks (thumb drives) because half the time you won't be able to connect your laptop to whatever projection system you're using and the only way to show off that vital presentation will be to stick the USB stick into the system's USB port. Need to print something from your laptop? Copy it to a USB stick and take it to the hotel business center for printing.

**carry not only your files but also your software on a thumb drive. These two companies make it possible:

SanDisk U3 "With a U3 smart drive you can plug it into any PC and work, play a game, message friends, send email, edit photos and more. A U3 smart drive makes any PC your own PC. And when you unplug it, it leaves no personal data behind." More at www.u3.com

Ceedo

"Create your own portable personal virtual workspace on portable storage devices. Download applications from the Programs Directory or install your own." More at www.ceedo.com

NPTA

Serving piano and keyboard
representatives

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Annual Party Survey

The new hotel, food and entertainment certainly made for a nice evening at this year's annual party. However, attendance could have been better. This is your association so, please take a moment and give your feedback. Include all days that you could attend (circle):

What evening do you prefer for the annual meeting & party in January?

- a. Wednesday
- b. Thursday
- c. Friday
- d. Saturday

Simply fax this page to (317) 849-8322 or send a brief E-mail response to RobSlay33@sbcglobal.net

Thanks,

Rob Slayman