

JOHN T. AUSTIN, PRESIDENT
B.G. AUSTIN, VICE PRESIDENT & TREASURER
H.A. WALKER, MANAGER



AUSTIN ORGAN COMPANY,

CABLE ADDRESS "ORGANS, HARTFORD"
WESTERN UNION CODE, A.B.C. CODE.

ALL CORRESPONDENCE
SHOULD BE ADDRESSED
TO THE COMPANY

ORGAN DESIGNERS AND BUILDERS
CONTROLLING EXCLUSIVELY ALL
AUSTIN PATENTS.

HIGHEST AWARD & GOLD MEDALS AT:
JAMESTOWN EXHIBITION 1907.
PANAMA PACIFIC SAN FRANCISCO 1915.
SESQUICENTENNIAL EXPOSITION 1926.

A FEW OUTSTANDING ORGANS
MORMON TABERNACLE, SALT LAKE CITY.
ST. GEORGES CHURCH, N. Y. C.
UNIVERSITY OF PENNSYLVANIA,
PHILADELPHIA.
CITY HALL, PORTLAND, MAINE.
BUSHNELL MEMORIAL, HARTFORD, CONN.
BALBOA PARK, SAN DIEGO, CALIFORNIA.
MEDINAH TEMPLE, CHICAGO, ILLINOIS.
AUDITORIUM, CHATTANOOGA, TENN.
ETC.

HARTFORD, CONN.

June 21st, 1934.

Mr. Henry L. Fisk,
% Mr. Peter Nielsen,
Evanston, Ill.

Dear Mr. Fisk:

Since we are very much interested in the proposed organ for your church in Iowa City, we are taking the liberty of enclosing this letter with some other correspondence which we are having with our Mr. Nielsen, hoping that in this way you will understand the interest which we here in Hartford have in the organ for your church.

Not knowing just how far Mr. Nielsen has been able to go with you into the details of organ construction, we of course can only mention the high points in our own product, namely, the Universal Air Chest which gives uniform pressure to all pipes under all conditions of use, allows for great accessibility and less number of pneumatic parts - these resulting first in better tonal results from the organ, second in a lower upkeep due to simplicity and third, a much less ultimate cost due to the fact that when the leather pneumatic parts of any organ have outlived their time of usefulness, on our System they can readily be replaced at a very nominal expense. In this way years after we are all dead and gone, an "Austin" organ built today can be restored to condition equal to new at a very nominal expense, while any other make of instrument we have found from actual experience it is cheaper to build new chests than try to re-leather them in a satisfactory manner. Consequently the ultimate cost of our instruments are much lower even though at first the price may seem somewhat higher than some of our competitors.

While we have always been noted for our Swell Expression, we have in recent years

ALL CONTRACTS ARE CONTINGENT UPON FIRES, STRIKES, ACCIDENTS AND OTHER DELAYS UNAVOIDABLE OR BEYOND OUR CONTROL

QUOTATIONS ARE FOR PROMPT ACCEPTANCE AND ARE SUBJECT TO CHANGE

NRA

WE DO OUR PART

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Mr. Henry L. Fisk.

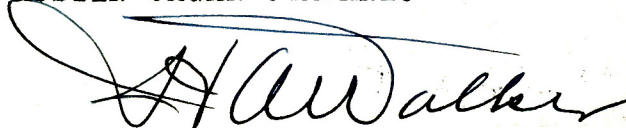
made improvements by special patented steel constructed blinds which give a ~~greater~~ opening and since they are manufactured in this manner they cannot warp and twist as wood blinds may. In like manner the construction of them permit of their being fitted to within .015"; consequently they cannot bang and require no felt on the edges to keep them from banging the same as wood shutters do. Naturally anything that is done to keep felt from an organ, removes that much chance of moths getting into them and causing trouble with the reeds.

Our consoles are all direct electric, with every modern convenience so that an organist finds the control of an "Austin" organ very easy. Tonally we have made a great many improvements in recent years until our Diapason Chorus work, as well as individual stops, is acknowledged to be supreme. The Diapason work gives that left-hand clarity which every organist desires but very rarely finds. All of these points and many others which cannot be mentioned in a letter of this type, are the facts that led the Julliard Musical Foundation to select our organ for installing at the Y.M.C.A. Building in Jerusalem, Palestine, where naturally they desired the best in this American project. In like manner it is of interest to know that we have just been awarded two contracts in Shanghai, China, showing that our organ work even in these remote places like Japan, Jerusalem, Phillippines, etc. is living up to the reputation which we enjoy in the States.

Trusting that you will have a pleasant visit in Illinois and that eventually we will have the pleasure of building the organ for your church, we are, with best wishes--

Very truly yours,

AUSTIN ORGAN COMPANY.

A handwritten signature in dark ink, appearing to read "H. Walker", written over a horizontal line.

HAW:S

MANAGER.