

MAKIN NEWS

MAKIN MOVING FORWARD



Shaw, Oldham



Mixbury, Oxford

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Welcome to the fourteenth edition of Makin News. In this bumper edition, you'll read and learn more about the dramatic steps forward which have been taken by Makin. It's gratifying to realise the organ business is not overly affected by any downtrend in the world economic climate, and as such Makin is now set for unprecedented growth after taking some very positive investment decisions.

On page 4 you'll read about the new Southern Makin showroom which is now open in Mixbury near Oxford. Watch out in the post for news of the official opening recital and concert we will hold in late summer. Customers who have visited the showroom to date have commented without exception that this idyllic environment in the Oxfordshire countryside with superb accessibility and easy parking was a pleasant experience, and one which is such an improvement over town centre locations.

Page 3 details Makin progress north of the border in Scotland where, amongst many other deals, our agents Stewart and Margaret Ogilvie are looking forward to the massive permanent

Makin installation to be made at Inverness Cathedral in late summer. If Inverness is too far for you to visit for the opening recital, you'll be delighted to hear the organist Edward Barbieri will be recording a CD of the organ in the not too distant future.

Internal staff promotions and development plans for the company are discussed in some detail on page 2. Whilst this is perhaps not the most talked about subject with customers, you'll quickly discover some very key decisions have been made to ensure the next twenty years of Makin are as exciting and innovative for customers and staff alike as the first thirty five. The crux of this plan Makin will move to the

next generation keeping the same traditions of integrity, quality and value for money. Put very simply, making an investment in a Makin organ is something which is future proofed since the guarantee we offer is exactly that since we have the track record, financial stability and future development plans which are the envy of our competitors.

The Monarke technology which delivers unbelievable sound quality with Makin price performance is described in some detail on page 6. All of our recent fully customised instruments now use this technology as standard. As soon as you get the chance, please do take the opportunity to listen to this sound quality. Whilst clearly we are somewhat biased, we really do think the Monarke sound is truly in a league of its own. Indeed the reaction of customers says the same.

Whether you are looking for an organ for home, school or Church from the simple one manual to our custom four manual instruments, look no further than Makin. Hearing a Makin organ truly is believing!



Inverness

A new chapter in Makin's history

The last ten years has seen major developments at the Makin company particularly in the introduction of new digital technology techniques resulting in enhanced tonal quality. This, in turn, has led to increased sales and, as a result, Makin are now the largest supplier of Church organs in the UK. This is something that we are very proud of.

In this modern world it is fatal to stand still and to expect to maintain your position as market leader. Based upon this, it has always been Makin's policy to drive forwards to meet and indeed to beat market expectations. Makin have now been in business for over 34 years and, in addition to the quality of their products, one of the main reasons for their success has been a concentrated effort on all aspects of customer care and service.

In the digital Church organ business, where organs now last for decades, customers require the assurance that the organ will be well looked after and maintained throughout its life. Probably more important than this is for customers to have the confidence that the company will still be in business throughout the decades to come and that service and spare parts will still be available. Unfortunately, this is a worry when dealing with smaller companies and particularly 'one man band' operations where the owners retire or maybe fall ill. This is why Makin continue to expand and utilising this criteria Makin are now introducing 'a new chapter in their history'

David Clegg has been Managing Director of the company for the past 24 years but is now approaching retirement age and is keen to ensure that suitable 'succession plans' are in place prior to his retirement in 2005. With this in mind a new Managing Director, Dr Keith Harrington, has been appointed and started his duties in May. David will continue to be a Director of the company but will concentrate his efforts into marketing and in a customer advisory role. He will continue to visit Churches and offer his experience and help to potential customers and, of course, fully support Keith in his new position as Managing Director.

Keith first came across Makin Organs in late 2000 and shortly afterwards purchased a custom three manual instrument as described in Makin News edition 10. Since then he has followed the company with some interest. "Having spent some significant time researching which manufacturer to buy an instrument from, I quickly came to the conclusion that Makin was the only sensible choice. Taking the next step forward and working for the company seemed very logical".

Keith's professional background is in synthetic organic chemistry for which he has a B.Sc. (1984) and Ph.D. (1989) from Leeds University. Since then he has been joint-owner of a scientific software company, Synopsys Scientific Systems, which was founded in 1992 and grew at 35% compound growth per year for eight years until it was acquired by an American concern in 2000. "I was amazed to see synergy between the organ business and that of scientific software development which I have been involved with for many years". Church music has always been one of his great loves and he has been Organist and Choirmaster at St. Mathews Church, Edgeley for the past twelve years. He also serves on the Parish Parochial Council and on two governing bodies at local schools in Hazel Grove where he lives.

In addition to Keith's background as an organist he also brings with him a wide experience in management, marketing, sales and services development from both small and medium size companies, with the specific skills necessary to take companies forward to the next level of development. "I was delighted to meet such a dedicated staff and told them at the outset that I was certain that the future of Makin looks exceedingly bright" he said "and if I didn't believe this then I wouldn't have joined the company".

Keith is married with three children, all of which appear to have musical talents. "My wife Corbie describes my career move as a busman's holiday, although she also says that people don't normally work this hard when on holiday."



Keith Harrington

In August David's son James Clegg leaves the company to spend a year in Australia with his wife Julie to fulfil a joint lifelong ambition. They go with our best wishes and we wish them every success in the future. David will take over all James's enquiries when he leaves and continue to support and advise all existing and potential customers.

In early June Gemma Booth joined the company as Office Administrator and will carry out many office duties and, in addition to answering the telephone, will provide support and help to Nicky Howarth. Nicky herself has recently been promoted to Operations Manager and will devote significant time to coordinating sales, service, hires, transport and installation and, most importantly, to customer liaison and customer care.

Jeremy Meager has been promoted to Technical Director and in addition to his activities in the Oxford showroom and working with customers in the southern region; he is now formally responsible for overseeing the R&D efforts for new organs.

In conjunction with our new southern office and showrooms in Oxford all the above changes will ensure the continued development and expansion of the Makin company throughout the UK in the years to come. Dr Harrington brings with him a wealth of experience and an excellent record of successful company management and associated growth. As an existing customer of Makin, with a three manual drawstop organ in his home and an 'organ lover' he is absolutely thrilled about his new role in the Makin company and has many exciting plans to take Makin forward into the new chapter in their history.

At the dawn of a new exciting era, it is a pleasure to write to you, our valuable Makin customers in my new role as Managing Director of Makin.

From the outset when I purchased a Makin custom 3 manual Drawstop organ in 2000, the Makin brand has meant two things to me, quality and value for money. Recently this is something that I have heard time and time again from the customers I have spoken to. My pledge to you is that we never take this for granted and we will strive as a company in all our efforts to continually improve upon our product range and level of service we offer. By continually raising the bar, our customer satisfaction will increase, and indeed I suspect that we will surprise our customers from time to time. Whilst this would be a tough target for some companies, this is something that I believe is within the grasp of Makin, and by doing so we will have an enviable set of loyal customers.

One of my first tasks in this area will be to enter into dialogue with customers to find out the perceptions of the company and our products. The format used for this will be a short customer satisfaction survey that will take the form of a very brief phone call in which ten or so simple questions will be asked to measure your satisfaction both qualitatively and quantitatively. I'll use the results to form an action plan to ensure that we repeat and celebrate success and address any short comings that you think we have. In this way we will have a road map forwards that is both owned and shared by the customers. Indeed, in the next edition of Makin news we plan to tell you of the survey results and lay out the detail surrounding the action plan.

In essence, I don't want just satisfied customers, but evangelists who really feel part of the Makin Company and all that it stands for.

I look forward to meeting as many of you as I can shortly. Please do not hesitate to contact me directly if I can ever be of any help to you, or indeed if you would like to share any experiences, good or bad with me.

My best wishes to you all.

A handwritten signature in black ink, appearing to read 'Keith Harrington'.

Keith Harrington

What our customers say:

From Alex Norris, St Saviours

When we had a portion of the roof at St Saviours collapse into the unenclosed pipework one month ago we were presented with a major problem. We had a large amount of weddings coming up on top of our usual amount of services, St Saviours needed a quick replacement instrument which could manage the requirements of our liturgy and also our large congregations. Makin Organs at one weeks notice managed to install a three manual Westmorland digital organ, all of the speaker work being concealed and it is unobtrusive within the body of the church.

This fantastic three manual instrument has all of the couplers and pistons that you would expect of a three manual instrument and it has a concave pedal board. The case work is of the highest standards. Most importantly though the stops on the

instrument provide you with a fantastic palette to work with, from the booming 32' Posaune to the subtle Chimney Flute on the Choir. This instrument has no problems with coping with the demanding liturgy it is used for. The authenticity of the sound the instrument provides is astounding when you consider the simplicity of the speaker installation.

Makin Organs have allowed St Saviours to carry on with its musical life unabated and this is down to the high standard of their customer service and most importantly their instruments.

Alex Norris B.Th (Hons) (Oxon)
Director Of Music
St Saviours

From Paul Spicer, Lichfield, Staffordshire

I decided to purchase a house organ as, with a very busy professional life which is mostly taken up with conducting choirs, I have found it increasingly difficult to give time to playing the organ which was originally my first study. Thus, when I am asked to do recitals (infrequently these days, but none the less important when they occur), I have found myself less well prepared than I might otherwise be because of the practical business of finding an organ which is free and available when I need it on which to practise. The answer was therefore a house organ.

I thought long and hard about the issues of a tiny pipe organ versus a digital instrument. In the end I decided that my instrument was going to be a substitute for a larger organ and that I wanted to have a range of colours to use and enjoy as well as stops at 16 foot pitch which not be either affordable or possible to fit into the house if I went down the pipe organ route. As I live in a terraced house in the Cathedral Close in Lichfield I was also conscious of issues of noise nuisance and the fact that a digital organ can be played through headphones which cut the speakers out was another major factor in my decision.

I collected a number of brochures on different makes of digital organ but already knew Makin through the instrument they had provided for Lichfield Cathedral when the pipe organ was being rebuilt recently. I therefore visited their new showroom which is conveniently situated close to the M40 and was thus easily reached on my way down to London. Jeremy Meager showed me the various options and I spent a happy hour trying the instruments for myself. The one which impressed me most and which seemed to suit all my requirements was the Westmorland Classic, a twenty seven stop, drawstop instrument (I really wanted drawstops) which is housed in an attractive large chamber organ-style case. The speakers speak upwards towards the ceiling from the top of the instrument and the sound is therefore better diffused and doesn't shout at you from around your knees as in other traditional console digital instruments.

The standard specification is excellent and, with its two voicings (English romantic and baroque) for each stop really covered a great deal of repertoire convincingly from Howells to Couperin and Bach with much more in between and beyond. In addition, it is marvellous, at the touch of a button, to be able to have mean tone tuning or Werkmeister temperament. The one stop I personally felt to be lacking was a Tierce on the Great and so I had one substituted for the Dulciana at a small additional cost. This has given me a wealth of variety in the specification which I am enjoying enormously.

The ultimate test for any musical instrument is whether it has the qualities which make you want to sit down and play. I can say categorically that this is the case. It both looks and sounds good in my Music Room and I am enjoying being able to play the organ in my own home at any time of the day or night. I am rediscovering my old love for the instrument and am starting to rebuild my technique and the whole feel of the instrument is exactly as you would expect from a modern organ anywhere in the world. It has a full complement of accessories and, to my mind, is great value for money. Of course it is not a real Harrison, Hill or Willis, but it is a good enough substitute by any standards and it is in my own home! Some of my purist friends have thrown up their hands in horror at my apparently letting the pipe organ side down. I want to say categorically that this is not the case. There is no substitute for a great pipe organ. I have only to walk a hundred yards from my house to hear or play one of the great Hills in the country rebuilt and enlarged so excitingly by Harrisons recently. That is not the issue. I wanted a practical and affordable and musical answer to my own problem. I have found that answer and am delighted by the result.

Makin have looked after me very well and are really concerned that the instrument should be, as far as possible, as I want it and take real trouble to see that this happens. What more can you ask?

Paul Spicer

From Mike Smith

My wife and I had the pleasure of attending a recital at St. Columba's Church in Fareham last weekend for which I have included a copy of the programme.

Your organ is superb, this is the first time we have heard one live, and apart from the visual lack of pipes it really is a 'pipe' organ. The excellent performance demonstrated the instrument very well and the organist was clearly thoroughly enjoying himself.

Best wishes
Mike Smith

From Philip Smith

This is the fourth organ I have purchased from you and the second Johannus and what an instrument it is. I am enjoying revelling in the wealth of wonderful colours from the flute celestes, shimmering strings, window rattling 32's to the clear crisp Diapason chorus and the fiery reeds which build up to the most amazing tutti.

I am a great lover of the pipe organ and each time I have upgraded to another organ I have considered the possibility of a small pipe organ for home, but each time I have dismissed it, the reason not being primarily cost but because of the versatility that Makin & Johannus organs offer and I would be loathe to loose this.

Each time I have purchased an organ from you not only have I been impressed with the individual instruments and there value for money but the whole Makin/Johannus set up. It is wonderful to come to the show room and try out instruments at leisure, advice is freely given if you ask for it but there is no pressure or "hard sell" and this is why I bought my first organ from you in 1998 and have come back everytime. This is coupled with superb attention to detail with the installation and the 100% reliability I have had from my previous instruments

I look forward to many years of enjoyment from this organ and know that the technical support is always there should it be needed.

The Rembrandt 4900 is a superb organ, many thanks to all the Makin Team for everything you have done once more.

From Alan Cole, Fareham

Writing as a member of a small team of organists, I can only say how pleased we are with the two organ installations in Holy Trinity and St Columba Churches in Fareham. From the start, Makin have been very professional in their approach and listened to what we had to say regarding sound, speaker installations etc. Great care was taken with the installation in both Churches, especially as Holy Trinity is a Grade 2 listed building.

The work was quickly and carefully completed to our great satisfaction.

The sound from both organs, (one three manual and one two manual) is fantastic and has been well received by our two congregations.

The two recitals, from the organist and sub-organist of Portsmouth Cathedral, proved what versatile instruments these are.

We look forward to many years of great service.

From St Cewydd's Church, Aberedw, Powys

For quite a considerable time I have been aware of the lovely sound that Makin Organs produce and longed for the day when we had such an instrument in our church. We were exceedingly fortunate to have benefited from a very generous trust which has put us in a position whereby we were able to afford such a lovely instrument which quite clearly enhances our services and well as other events.

On behalf of our church I would like to thank you for your service and courtesy, and look forward to continued communication.

Jeffrey Davies
Organist

Designers note:

Drop shadows will have soft edges on final artwork.

Oxford showroom now open

Makin are delighted to announce that the new Southern office and showroom is now open for business and is already attracting many visitors. Many of our Southern England customers will remember our previous 'compact' Southern showroom in Shoreham, Kent but the new facility near Oxford is far superior in terms of location, environment, space and acoustics and provides an excellent venue to see, hear and play the many Makin and Johannus organs on display.

Jeremy Meager, Makin's Southern Manager and Technical Director is absolutely delighted with the new complex which is situated in Mixbury, near Oxford, and which is very close to both the M40 and M1 motorways.



Jeremy commented "These new showrooms are exactly what we were looking for. The criteria was that they should be near to the motorway network, have a good acoustic with a nice high roof, be spacious enough to hold a large stock of organs and be situated in a quiet rural setting with ease of parking. All these requirements have been met and we could not have wished for a more suitable site to demonstrate our vast range of organs."

The actual showrooms are part of a renovated farmyard barn which has been converted into several luxury suites and offices and the Makin unit was specifically designed and furnished to our specification with ample free parking immediately outside. The showroom will provide the ideal ambience for our many existing and potential customers to try the organs for themselves.

In addition to the sales operation, the Southern base also provides a new service centre covering the south of England which is run by our southern service engineer, Chris French. Chris has been with the company for nearly 12 months and is already well established in looking after our many customers based in the southern half of the UK. Chris is well known for his efficiency and customer care and now that he has a 'home' to work from he sees this as a major benefit for our southern customers and for the expansion of Makin business in the south.

The opening of the new Oxford premises is part of the Makin expansion programme which is already well under way throughout the UK and demand for Makin organs is now spreading throughout the world and particularly in America. To celebrate the opening we are holding an official opening ceremony in September when all our existing and potential customers will be welcome guests. We are so excited about our new premises and current range of organs, and in particular our new Makin Westmorland range, that we would like to share our enthusiasm with our customers. Please fill in and return the coupon on the back page if you would like to attend – we are sure you will be impressed!!



Makin
Church Organ Builders

Makin Organs request the pleasure of your company at the
GRAND OPENING of their new premises at
Featherbed Court, Featherbed Lane, Mixbury, on
Tuesday 7th September 2004 at 6.30 pm
Opening concert featuring **Joseph Nolan**
Sub-organist of Her Majesty's Chapel Royal, St James' Palace

RSVP to:
Makin Organs Ltd, Sovereign House,
30 Manchester Road, Shaw, OL2 7DE
Tel: 01706 888100 E-mail: sales@makinorgans.co.uk

Hog Roast & Wine

Growth in Scotland

The last two years has seen a significant growth in the installation of both Makin and Johannus organs throughout Scotland. Stuart Ogilvie and his mother Margaret have played a major role in promoting the names of Makin and Johannus throughout Scotland from their base in Glasgow. Since taking over from Stuarts father, the late George Ogilvie, they have built up an excellent reputation for customer care and support and take great pride, not only in the number of installations they have achieved throughout Scotland, but also in the quality and prestige associated with many of the installations.

Last year saw the installation of an additional organ at Hutcheson's Grammar School in Glasgow. They originally purchased a Makin three manual Drawstop organ for their School hall several years ago and were so impressed with the instrument and service that they ordered another 3 manual Drawstop organ for their new Chapel. Both organs were 'customised' to the School's requirements and have been very successful installations.



Edgar Trotter, Head of Music at Hutcheson's Grammar School writes:

"I would like to thank everyone at Makin Church Organ Builders for the excellent and unfailing service that the company has offered Hutcheson's Grammar School in the supply of our new custom organ. In particular the school has been impressed by the flexibility of Makin staff to meet our specific requirements in terms of specification, as well as the frequent return visits to help ensure that we had received the optimum quality of sound specific to our venue. Thank you for the courteous manner in which this project has been handled and I know that in the event of a problem arising in the future that we will have the competent back-up service

that I would expect from a company such as yours."

Another extremely prestigious order for Scotland is the recent contract to supply a new four manual digital organ for Inverness Cathedral. This is a tremendously exciting project and the installation is expected in late summer 2004. The specification has been drawn up in consultation with the Cathedral Organist, Edward Barbieri, and the loudspeaker enclosures have been specifically designed to compliment the architecture within the Cathedral. Many meetings between the Makin and Cathedral staff have taken place over many months before the final agreed specification and designs were finalised and now everyone is looking forward

to seeing and hearing the final 'outcome'.

In addition to the above two installations Makin have been privileged to supply a Makin 3 manual Drawstop organ to the residence of Lord Glenarthur in the north of Scotland. More details on this installation will follow in the next issue of Makin News.

The growth of business in Scotland is another testimony to the quality of Makin and Johannus organs and the dedication of the Makin staff in making customers aware of the benefits of dealing with the Makin company. Further growth is planned in the coming years and Stuart and Margaret are looking forward to the future with great optimism.

Within a few weeks of agreeing to 'investigate the market' the Organ Committee had visited various churches and heard and played the organs from every available manufacturer. But making the final decision was proving to be a little harder; not everyone's tastes are the same, either musically or aesthetically, and there was much varied discussion on what we should purchase. However we were in no great hurry, so continued to look around, attend recitals, and I paid a visit to the Makin showroom.

By now I knew exactly what I wanted. Craigie Church's needs were very simple and would be easily filled by a standard model, and I wanted the Makin Sovereign 3:42 – three manuals, versatile voicing, comfortable console layout and endless possibilities to make tonal changes through software. All I had to do was convince the others. And it turned out I didn't even have to do that. Not one of the committee was opposed to the Makin Organ.

And then it happened! All these investigations had been with a long-term view. We had little money available and had planned a series of fund-raising ventures to swell the coffers. And then our organ broke down and we were advised that repairs would be costly. I telephoned our Scottish contact at Makin and they immediately offered to lend us an instrument until we were ready to purchase our new organ. It was installed efficiently and exactly when they said it would be, but previously been used on internal speakers. Makin had their voicing expert here within the week and the difference was amazing. We enjoyed several weeks of rich, varied sound, during which time we embarked on a major fund-raising drive.

Two weeks before Christmas we got access to the church building again and Makin arrived to replace our loan instrument with my beloved Sovereign 3:42. Makin's installation team are fantastic – prompt, fast, efficient, and nothing is too much trouble to them.

Bob Brown
Organist & Choirmaster
Craigie Parish Church of
Scotland, Perth.



RECENT SCOTTISH INSTALLATIONS

Customer

Craigie Parish Church, Perth
The Residence of Mr D Burns, Hamilton, Lanarkshire
Urr Parish Church, Haugh of Urr, Kirkcudbrightshire
The Residence of Mr J Antrobus, Newport on Tay, Fife
Sacred Heart Church, Grangemouth
Longside Parish Church, Peterhead, Aberdeenshire
Overtown Parish Church, Overtown, North Lanarkshire
Hutchesons Grammar School, Glasgow
St Ninian's Church, Kilmarnock
The Residence of Lord Glenarthur, Banchory, Aberdeenshire
The Residence of Professor R A Kennedy, Dundee, Tayside
Inverkeillor Parish Church, Inverkeillor, Angus
The Residence of Mr G Tocher, Inverness

Model

Sovereign 3-42
Opus 10
Majestic 2-34
Sweelinck 20
Sovereign 2-38
Majestic 2-34
Westmorland 34 Stoptab
Westmorland 41 Drawstop
Majestic 2-27
Westmorland 41 Drawstop
Opus 5
Westmorland 27 Stoptab
Opus 10

The Monarke Technology

by Technical Director Jeremy Meager

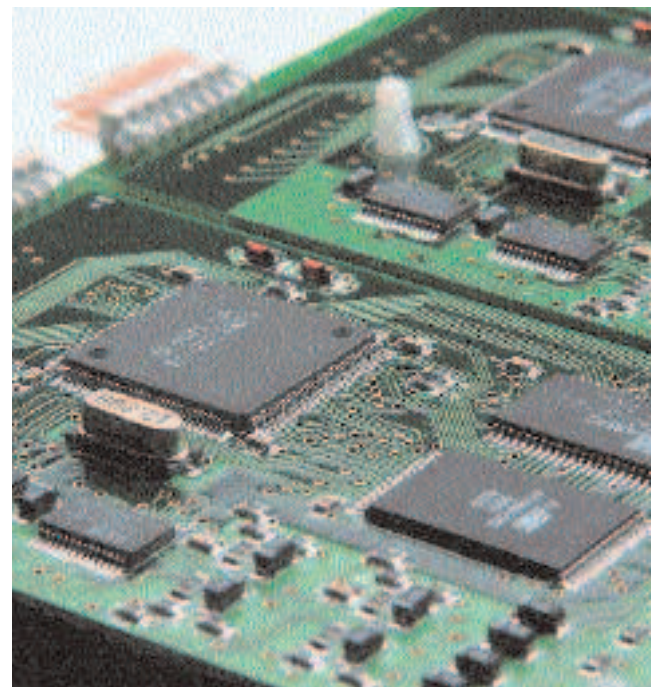
It is the dream of every designer and builder of electronic Church organs to come as close as possible to the original pipe organ sound. Present day digital technology has enabled this dream to come true and the only limitations are the amount of money a client can spend and the level of technology utilised.

The Technology

Johannus and Makin engineers have developed an amazing technology that is unsurpassed in the organ world and this is the main reason for the rapid growth of the company over recent years. This astounding new technology is able to bring a digital organ so close to the quality and characteristics of a pipe organ that very few experts can tell the difference. This level of accuracy can only be achieved by utilising Monarke technology, which is used when building our Custom organs. The Westmorland organs are exceptional in their class but are designed to a price, hence the level of technology is less than the Monarke.

Why is a Monarke organ so superior?

- We use a Technology called REAL TIME SAMPLING. This is a system which stores true recordings of actual pipe organ stops. Many competitors of Johannus and Makin use a sample creation system that produces organ stops in a simulation programme on a computer. These are 'artificial' and although sounding impressive when first heard, the sound eventually becomes boring and 'electronic'.
 - Real Time Sampling Technology is not the only reason why a Monarke organ sounds so superior. Every sample is recorded in digital format and has eventually to be converted back to analogue technology for the human ear to listen to it. This process goes through DAC's (Digital Analogue Converters) and in many competitors organs only up to four are used. This greatly reduces the quality but in the Monarke organs there is the same number of DAC's as there are stops on the organ.
 - In a village Chapel a small choir will produce enough sound to fill the building. However, in a larger Church the same
- size of choir will not be adequate even if they use microphones and amplifiers. A bigger choir is needed. The same principle applies with the Monarke organs which start with 12 amplifiers go up to 96 amplifiers. As with the choir example above we do not increase the volume of each channel but increase the number of channels in the same way as the number of singers is increased in a choir. The same principle applies to the pipe organ in that more pipes are added if the organ is expanded.
 - When listening to a single note held down on a pipe organ the note continually changes and is not a steady sound. This is partly what gives the pipe organ its unique character. To reproduce this characteristic long recording (samples) need to be taken and reproduced in the digital organ. The Monarke utilises large memory chips that allow samples to be taken up to 5 seconds in length. This is sufficient time to incorporate all the variations from a pipe.
 - Every stop on a Monarke organ is C-C# divided. This means that adjacent keys sound from different channels and loudspeakers in a similar way to how pipes speak in pipe organs. This also has the effect of reducing inter-modulation distortion.
 - Multi-rank stops such as mixtures and cornets are built up from individual stops equal to the number of ranks, e.g. a Mixture IV has 4 ranks and is made up of 4 independent stops, each stop having two channels (C-C# split). Hence, if you play one key on a 4 rank mixture you will hear 8 separate audio channels playing at the same time. This feature is extremely pipe like and is an amazing advantage of the Monarke system over other organs.
 - Accurate pipe-like reed stops have often been difficult to reproduce for electronic organ manufacturers over the years. This is not a problem for the Monarke system. When playing each note of a reed stop on a pipe organ the



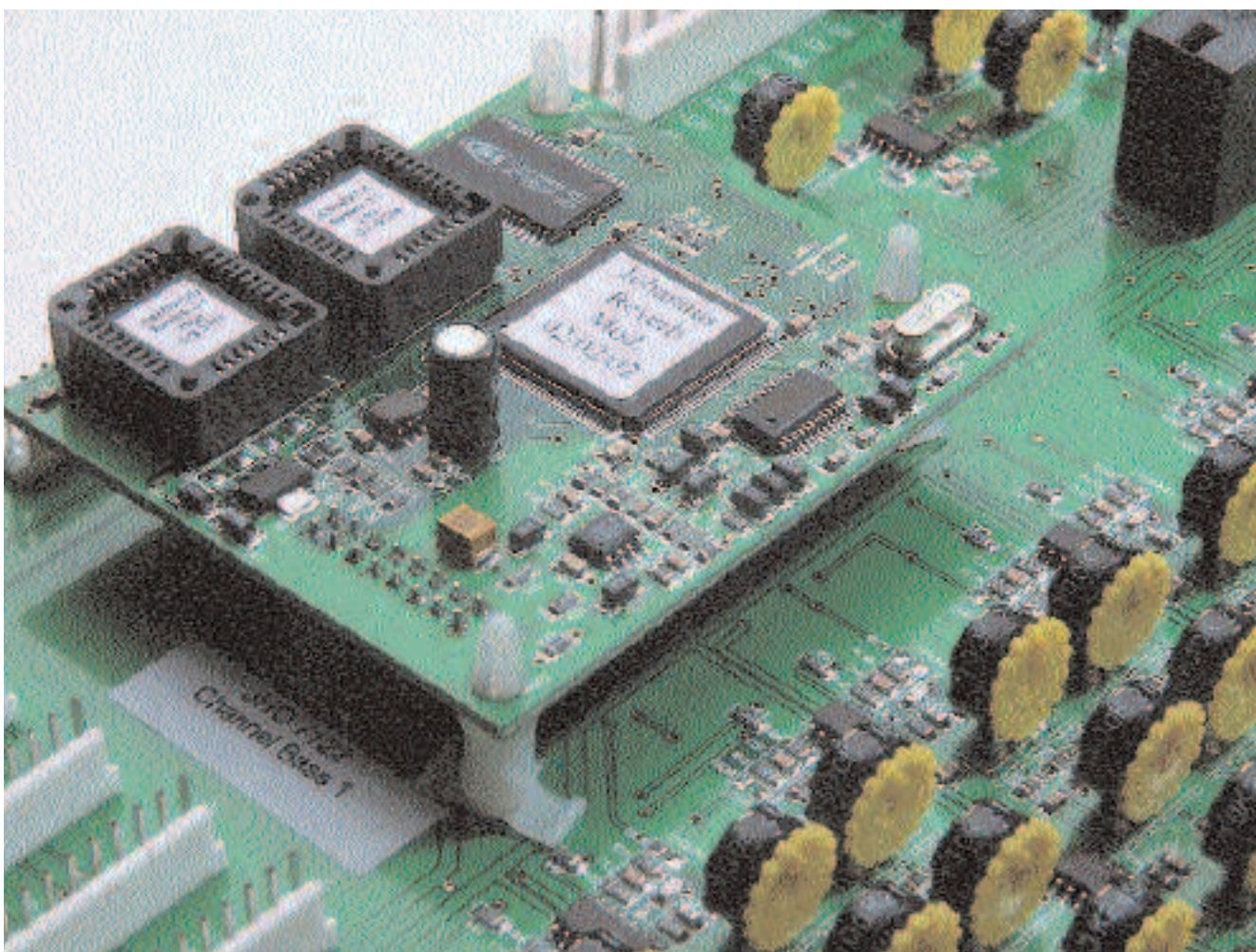
tonality of each key can vary considerably. For the Monarke system every note is sampled separately and hence each key sounds exactly the same as it did on the pipe organ. When the pallet on a reed stop closes the pitch actually goes up whereas on other stops it goes down. This characteristic can be reproduced using real time sampling although this is not the case with computer sample creation.

Loudspeakers are never perfect and reproduce different frequencies at different levels. Also large speakers are needed to reproduce low frequencies and smaller speakers are used for higher frequencies. Speakers also produce 'peaks and troughs' throughout the frequency range which can severely affect the tonal quality of the organ. With the Monarke system all the 'peaks and troughs' can be evened-out by utilising the note-by-note regulation feature which allows every note of every stop to be adjusted separately. This overcomes all the shortcomings of loudspeakers and allows our voicing engineers to set up an organ in any type of building to not only match the acoustics but also overcome all the loudspeaker irregularities. This is all carried out with a unique computer programme, designed and developed in-house by our engineers. The same programme also allows the voicing engineer the facility of 'spreading' the sound of a stop to several loudspeakers to optimise the performance. This is a technical miracle. By using this system it has been possible to eliminate cross-over filters which have the effect of reducing power and are used by some manufacturers as a means of cutting costs by reducing the number of speaker channels.

Golden Rules

When you want optimum quality the 'golden rule' is to select fewer stops and increase the number of amplifier/loudspeaker channels. A Monarke organ of 28 stops and 12 channels will sound better than a 38-stop organ with 12 channels. It is better to have more medium power channels than a fewer number of high power channels as the end result is similar real output power.

If a Church considers buying a new pipe organ of say, 30 stops, the cost can be up to a quarter of a million pounds. There are many Churches who are now considering looking for the optimum quality in digital organs and hence the Monarke system. Even with the Monarke system there is still a saving of up to 90% of the cost of a new pipe organ and our experience has indicated that in this modern troubled world, many Churches, even if they can afford a new pipe organ, are looking at ways of utilising their money in more effective ways. Coupled with the extremely low maintenance costs, the Monarke organ provides the most advanced digital organ available at an affordable price to meet the highest standards of musical traditions required by many of today's Churches.





Makin People:

Chris French

I was born on Mothering Sunday 1964 in Banbury, Oxfordshire, where I still live. At the age of 11 I started work at my father's television rental business and for a couple of hours each day after School I cleaned and refurbished television sets so that they could be put back out on rent.

In 1980 I left school and started a proper apprenticeship with my father and, after 4 years at college, qualified in 1984. After a few years the recession took hold and there wasn't enough work for the two of us so in 1989 I joined Radio Rentals where I spent 12 years moving to several areas in the south east as they tried to rationalise the business.

In 2001 an exciting opportunity arose at a new and innovative company developing entertainment products for the health and fitness industries. I originally joined as an engineer but after 5 weeks I was promoted to workshop manager as the company

grew from a workforce of 11 to nearly 30. As with many companies these days they grew too quickly too soon and in July 2003 they got into financial difficulties making myself and 8 others redundant and finally calling in the receiver in February 2004. In September 2003 I joined Makin Organs as a service engineer which is a job I am enjoying very much. Makin is the best company I have worked for and I have found it such a refreshing change to work for a company where they have so many satisfied customers.

In 1988 I married (after 5 years courtship) my teenage sweetheart Christine who works as a model maker at Renault Formula One team developing parts for the racing cars in the wind tunnel.

At weekends I like to race 150mph super karts at circuits all over the south of England. I am also keen on photography, skiing and scuba diving.

MAKIN ORGANS CHURCH ORGAN BUILDERS

Fill your church...

...with the sound of a Makin organ

Outstanding quality coupled with the latest digital technology are at the heart of the new range of Makin organs.

Unsurpassed realism means that many experts just cannot distinguish between a real pipe organ and our digital models. The low 32' notes producing an amazing sensation thanks to new speaker developments which further enhance the tonal quality throughout the range.

In response to public demand we are proud to announce the development of a smaller 20 stop organ which has already created a huge amount of interest. This model has all the attributes of our larger models in build quality and sound reproduction but brings the ownership of a Makin organ within the reach of smaller churches and private buyers.

So whatever model you choose, you can be assured of our renowned service and quality – don't invest in a digital church organ until you have heard the realism of a Makin organ.



JOHANNUS

For more details telephone **01706 888100** www.makinorgans.co.uk

SHOWROOMS IN SHAW AND OXFORD

Do you need some advice?

Many Churches, schools and crematoria are realising that their current pipe organ or first generation analogue electronic instruments are reaching the end of their lives. It is a sad fact that in this country, and indeed around the world, many pipe organs that were a credit to their builders some time ago are now in urgent need of significant rebuilds and that any annual tuning program is simply not keeping up to date with the growing list of problems.

After discussions with Church architects and pipe organ builders, PCC's and other Church or municipal authorities are realising the daunting position that to rebuild their organ will cost tens of thousands of pounds. Recent significant enhancements now mean that a good modern digital electronic instrument as supplied by companies such as Makin become a sensible choice with the total price being a fraction of that for a rebuild of a pipe organ.

If you would like some free advice without commitment on an individual basis, or indeed to a committee, and would like to hear the latest in digital technology, please contact Nicky Howarth at Makin organs directly.

Do you need to extend your guarantee?

For a fixed annual fee, you can sit back with reassurance in the knowledge that your Makin or Johannus organ is covered by our extended guarantee program. In addition to providing cover for labour through the year, the price also includes an annual maintenance inspection visit which will provide that extra level of support that our customers value so highly. "I found the annual inspection visit to be invaluable. When we had a pipe organ installed we had a large annual bill for tuning, it simply made sense to spend a fraction of this on an annual check for our Makin organ."

Prices start from £280 per year plus VAT. If you want to join the growing band of customer taking up this value added option, please contact Nicky Howarth at Makin on 01706 888 100.

RECENT MAKIN & JOHANNUS INSTALLATIONS

Makin Installations

Customer	Model
St Wilfrid's Church, Cowplain, Waterlooville, Hampshire	Westmorland 34 Stoptab
St John the Baptist Church, Bradworthy, Devon	Westmorland 20 Stoptab
Christ Church U.R.C., Clacton on Sea, Essex	Westmorland 34 Stoptab
Carville Methodist Church, Carville, Co Durham	Majestic 2-34
St Mary's Church, Easton, Winchester, Hampshire	Westmorland 20 Drawstop
St Michael's Church, Blewbury, Oxfordshire	Westmorland 'Classic'
Wollaston Methodist Church, Stourbridge, West Midlands	Westmorland 20 Stoptab
St Mary's Church, Barry, Vale of Glamorgan	Westmorland 41 Drawstop
St Clement's with St Mathias Church, Lower Broughton, Salford	Majestic 2-27
Mount Pleasant Mission, Oldham, Lancashire	Majestic 3-39
Central Methodist Church, Blackheath, West Midlands	Westmorland 41 Stoptab
The Residence of Mr P Spicer, Lichfield, Staffordshire	Westmorland 'Classic'
Biddulph Methodist Church, Biddulph, Stoke on Trent, Staffordshire	Westmorland 27 Stoptab
Holy Trinity Church, Fareham	'Monarke'
St Columba's Church, Fareham	'Monarke'
Thaxted Festival Foundation	'Monarke'
Midsomer Norton Methodist Church, Radstock, Somerset	Westmorland 41 Stoptab
The Music School, Bedales, Petersfield, Hampshire	'Monarke'
St Teilo's Church, Bishopston, South Glamorgan	Westmorland 20

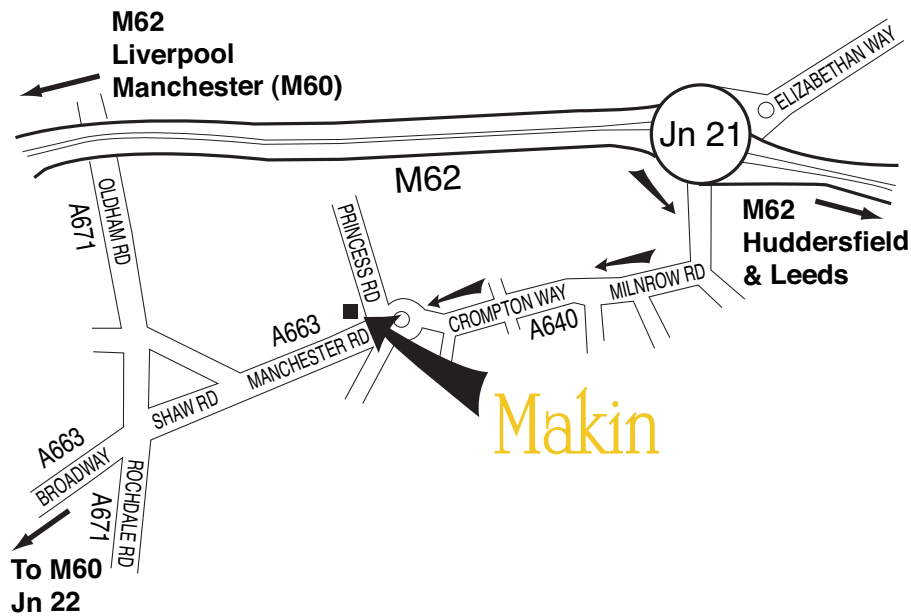
Johannus Installations

Customer	Model
The Residence of Dr K Martlew, Hemel Hempstead, Hertfordshire	Opus 20
St Andrew's Preparatory School, Pangbourne, Reading, Berkshire	Opus 30
Seventh Day Adventist Church, Hemel Hempstead, Hertfordshire	Opus 1
St Andrew's Church, Presteigne, Powys	Opus 10
The Residence of Mr G Magson, Trusthorpe, Mablethorpe, Lincolnshire	Opus 30
Forest Gate Baptist Church, Blackpool, Lancashire	Rembrandt 370
The Residence of Mr C Lee, Walsall, West Midlands	Opus 30
St Wilfrid's Church, Burgess Hill, West Sussex	Opus 10
The Residence of Dr Ian Sharp, Liverpool, Merseyside	Opus 10
English Martyrs Church, Biddulph, Stoke on Trent, Staffordshire	Opus 10
Christadelphian Church, Leamington Spa, Warwickshire	Opus 10
The Residence of Mr P Hayes, Wigan, Lancashire	Opus 10
St Michael's Church, Forden, Welshpool	Opus 5
St Michael & All Angels Church, All Stretton, Shropshire	Opus 10
The Residence of Mr P Smith, Ruthin, Denbighshire	Rembrandt 4900
Parish Church of St Mary the Virgin, Ninfield, East Sussex	Opus 10
The Residence of Mr A E Doe, Kirkheaton, West Yorkshire	Opus 20
Sheffield Christadelphian Church, Sheffield, South Yorkshire	Sweelinck 10
The Residence of Mr A Tyndall, Ipstones, Staffordshire Moorlands	Opus 5
St John the Baptist Church, Begbroke, Kidlington, Oxfordshire	Opus 5

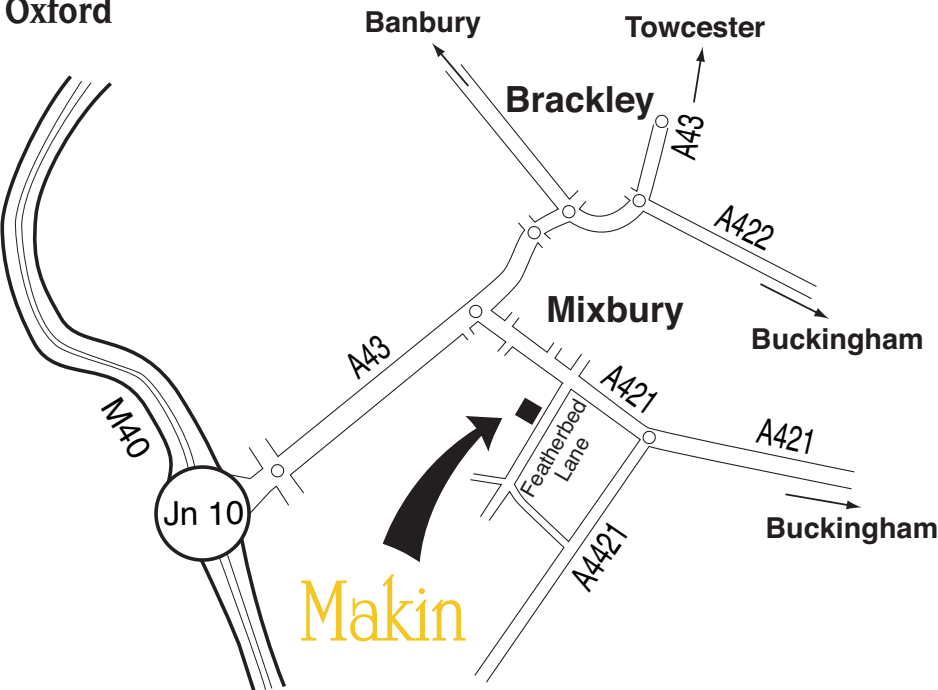
Events

OPENING of Makin's new premises at West Barn, Featherbed Court, Middle Farm, Featherbed Lane, Mixbury, Brackley on Tuesday 7th September 2004 at 6.30 pm.
Opening concert featuring Joseph Nolan, Sub-organist of Her Majesty's Chapel Royal, St James' Palace.

Makin Shaw, Oldham



Makin Mixbury, Oxford



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Tel: 01706 888100 Fax: 01706 888109 E-mail: sales@makinorgans.co.uk

Title (Mr/Mrs/Revd/Ms)	Initials
Surname	
Organisation	
Position	
Address	
Postcode	
Tel No	
Fax No	
Mobile No	
E-mail Address	

I/We intend to visit the 'Official Launch Week' at Sovereign House, Shaw on _____

Our estimated arrival time is _____ and there will be _____ persons in our party.

☐ Please send New Makin colour brochure.

☐ Please send details of 'Bargains Galore'.

☐ Please send me a copy of The Digital Organ Buyer's Guide.