

- *Teaching Services Australia* -

A.B.N. 43 099 422 129

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 Kenthurst
 NSW 2156
 Unit 32/286 New Line Rd, Dural 2158 (behind McDonalds)

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Instrument Purchase Agreement

Instrument	Model	RRP	Sale Price
Pearl Flute * recommended *	PE505E1R	\$899	\$649
Yamaha Flute	YFL211	\$999	\$695
Jupiter Flute	JF507S	\$499	\$395
Yamaha Clarinet * recommended *	YCL250	\$799	\$595
Jupiter Clarinet	JC631N	\$499	\$395
Selmer USA Alto Sax * recommended *	AS600	\$1395	\$899
Jupiter Alto Sax	JS567GL	\$1199	\$899
Yamaha Alto Sax	YAS275	\$2199	\$1499
Bach Trumpet * recommended *	TR600	\$799	\$545
Yamaha Trumpet	YTR1335	\$799	\$595
Jupiter Trumpet	JT308L	\$499	\$395
Bach Trombone * recommended *	TB600	\$899	\$695
Jupiter Trombone	JR232L	\$799	\$595
Yamaha Trombone	YSL154	\$1295	\$1030
Tama Drum Kit + Sabian Cymbals	Full Kit	\$1238	\$899
Bass Guitar Pack	Full Pack	\$685	\$529

Please Note – We strongly recommend **Yamaha, Pearl, Selmer or Bach** instruments. Jupiter are the best of the ‘Budget’ brands however do not represent the same quality as the other brands. **Yamaha, Pearl, Selmer or Bach** are the best quality student instruments on the market and have a history as reliable, reputable brands which stand up to the demands of primary school band students. Instruments marked *recommended* represent the best value for quality, price & re-sale.

Detach and return to: "Teaching Services Australia, P.O. Box 87, Kenthurst, NSW 2156" or Fax to (02)9651 7133

Student Name: _____ School: _____

Please supply the following instrument: _____ Model (as above): _____

Enclosed is a cheque/ money order for \$ _____

OR

Please Debit my: Visa MasterCard

Card#: _____

Exp: ____ / ____ CCV#: _____

Name on Card: _____ **Signature:** _____

Instruments will be delivered to students in first lesson or may be picked up from: *Dural Music Centre, Unit 32/286 New Line Rd, Dural, NSW 2158*

How to find an instrument

Buy (new)

- **Teaching Services Australia can provide excellent quality new instruments at discount prices for students enrolled in its band program.**
- Whilst we recommend Yamaha, Pearl & Bach wind and brass instruments, there are other reputable brands on the market such as Jupiter. However, beware of brands offering warranties less than 3 years or whose retail price is unusually low. These may well use inferior materials and quickly deteriorate becoming difficult to play and expensive to repair.
- Treat buying a new instrument like buying a new car. There are cheap alternatives on the market but you always get what you pay for. Cheap instruments are an option but remember **a)** they are a temporary instrument and may only last a few months **b)** they will be expensive to repair **c)** they will not have much, if any resale value.

Buy (2nd hand):

- Buying second hand has the advantage of someone else paying the initial depreciation.
- It has the disadvantage of inheriting someone else's mistakes (dropped instruments, scratches, rust, etc).
- When buying second hand always ask for the *brand, model, serial number, age* and *service history* of an instrument. Also check it has been *recently serviced* and is in *working order*. Newer second hand instruments may still have *balance of warranty*.
- If you stick with recently serviced, reputable brands with documented service history you will minimise your risk. *Be very wary of buying second hand 'budget' brands* for the reasons outlined above.
- **For advice on good brands of second hand instruments, call TSA.**

Hire

- **TSA can also provide instruments for monthly hire.** This is under a rent to buy scheme where hire fees can be used as equity if you wish to purchase the instrument at a later date.
- All hire instruments are **brand new** and we only use the top quality and brands of instruments.
- Hiring is a good way to test out an instrument without having to pay for it up front (it can be returned at any time with no further payments owed)
- **This is particularly good if your child is unsure about their instrument.**
- There are two main things to be aware of when hiring: **1)** after 24 months of hiring no further equity is added so be sure to review your hire agreement every 6 months or so **2)** when you do purchase your instrument, you end up paying **full recommended retail price** so often you are better off purchasing outright up front (receiving a sizeable discount) and, should your child withdraw, sell the instrument at a later date.

Also check with **family and friends** for any unused instruments in cupboards (make sure they are in good condition).

Case Study: your child plays a clarinet for 3 years before selling or returning it:

BUY new Yamaha Clarinet \$599	1 st 12 months Clar HIRE \$516 <small>(buy-out price after 12 months - \$283.00)</small>	BUY new 'Budget' Clar \$399 <small>approx</small>
12 month service not required	Buy out instrument \$283	12 month service \$77.00
2 year service not required	3 year service \$77	2 year service \$140+
3 year service \$77	Total cost: \$876	3 year service \$280+
Total cost: \$676	A 3-year old, serviced Yamaha Clarinet would still be worth \$400-500 .	Total cost: \$896+
A 3-year old, serviced Yamaha Clarinet would still be worth \$4-500		A 3-year old 'Budget' clar would have little, if any, resale value.

Note very few repairers will repeatedly repair budget instruments and it is *unlikely that a budget instrument would last a full 3 years*.

Summary: though 'budget' instruments present a cheap initial outlay, ongoing maintenance costs along with their poor resale value make them the least economical option by far. This also does not take into account the impact a poor quality instrument has on a child's learning.

For more information or advice, contact Teaching Services Australia on **9651 7333**