

- Teaching Services Australia -

A.B.N. 43 099 422 129

P.O. Box 87
 Kenthurst
 NSW 2156
 Unit 32/286 New Line Rd, Dural 2158 (behind McDonalds)

Phone: (02) 9651 7333
 Fax: (02) 9651 7133
 www.duralmusic.com.au
 Email: teachin@bigpond.net.au

Instrument Purchase Agreement

Jupiter, Yamaha, Pearl & Bach Instrument Price List

Instrument	Model	RRP	Sale Price
Pearl Flute *recommended*	PE505E1R	\$1099	\$749
Jupiter Flute	JF511S	\$995	\$789
Yamaha Flute	YFL211	\$999	\$699
Yamaha Clarinet *recommended*	YCL250	\$799	\$619
Jupiter Clarinet	JC631N	\$799	\$595
Jupiter Saxophone *recommended*	JS565GL	\$1399	\$1099
Yamaha Saxophone	YAS275	\$2195	\$1699
Bach Trumpet *recommended*	TR600	\$849	\$595
Jupiter Trumpet	JT408L	\$699	\$549
Yamaha Trumpet	YTR1335	\$799	\$595
Bach Trombone *recommended*	TB600	\$899	\$695
Jupiter Trombone	JR232L	\$849	\$649
Yamaha Trombone	YSL154	\$1295	\$1030

Please Note – We strongly recommend Jupiter, Yamaha, Pearl or Bach instruments. They 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.

For further hints on buying a new instrument, see overleaf.

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 student 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 Jupiter, Yamaha, Pearl & Bach wind and brass instruments, there are other reputable brands on the market. 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.
- 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 18 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 an alto saxophone for 3 years before selling or returning it:

BUY new Jupiter Alto	\$1099.00	1 st 12 months Alto HIRE \$744.00 <small>(buy-out price after 12 months - \$751.00)</small>	BUY new 'Budget' Alto	\$695 _{approx}
12 month service	not required	next 6 months hire \$372.00 <small>(buy-out price after 18 months - \$565.00)</small>	12 month service	\$77.00
2 year service	not required	Buy out instrument \$565.00	2 year service	\$140+
3 year service	\$77.00	3 year service \$77.00	3 year service	\$280+
Total cost:	\$1176.00	Total cost:	Total cost:	\$1192+
A 3-year old, serviced Jupiter alto sax would still be worth \$800-900 .		A 3-year old, serviced Jupiter alto sax would still be worth \$800-900 .		A 3-year old 'Budget' alto 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**