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Suppliers of your Requirements for Violins, Violas, Cellos and Double Bases		

INSTRUMENT UPGRADE BUY-BACK POLICY

As printed in our Catalogues, we have a simple 'buy-back' policy on instruments and bows, which makes the rental concept a tad obsolete.

It really is very simple, and it relies on only 1 thing, that the player looks after the instrument whilst it is in their care. We have long known that an instrument that you own survives its life infinitely better than the rental instruments. The fact that you don't own a rental instrument really does encourage a very laissez faire attitude to the poor instrument. The ownership of an instrument also encourages a greater retention factor (players stick at it longer). Also regrettably most instruments hired from Local Authorities are the worst of all instruments, which even when new, are unlikely to have been set-up, and also unlikely ever to produce a pleasing sound. This in the main does not encourage a young player, especially at a young age when hearing is so more acute.

If you are concerned whether the player will continue playing after the first initial enthusiasm, we do ourselves operate a Rental Scheme. Whilst, like all schemes, there is a reasonable 'up front' deposit which make the first Quarters rent seem quite high, our quarterly rental costs are generally lower than that from a Local Authority. This will provide a properly set-up instrument, which whilst it may not always be new, will have been cared for, and therefore an encouragement to the player. Because we are not a large conglomerate, we can be flexible, so if you wish to change from rental to purchase later, for a modest administration charge we can easily convert it to a sale, thus recovering the majority of the deposit and rental charges to date.

Therefore for those purchasing instruments from us our 'Up-Grade policy to individual players remains as always, that we guarantee to purchase back any instrument/outfit purchased from us at the price that you paid us (less the V.A.T. which the Government had anyway), when you upgrade to a better instrument/outfit, providing the instrument/outfit you return is in a good re-sellable condition. (This price does not cover any upgrades like different strings, as we would automatically replace the strings on return anyway). This policy also applies to Bows, however we may need to deduct the cost of a repair, if it is necessary, to return it to showroom condition.

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