

SAUNDERS RECORDERS

ARCHIVE



RECORDER PRICE LIST

November 1991

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SAUNDERS RECORDERS (Est. 1976)

Shop Hours

Monday to Saturday 9.30 - 1.15
Mon. Tue. Thur. Fri. 2.30 - 5.30

Orders by telephone or post welcome.
goods normally despatched within
24 hours.

205 Whiteladies Road
(Blackboy Hill)
Clifton
Bristol
BS8 2XT

Tel. [REDACTED]

[REDACTED] November 1991

Our prices include V.A.T. (UK shops tax) at 17.5%. Overseas customers ordering by post or phone deduct 15% from these prices. V.A.T. is refundable to many overseas customers in the shop, please ask about this.

ARIEL Excellent low cost recorders from Israel. Now greatly improved over early models. Sweet toned and good tempered - the tuning is good too!

Ariel "Zamir":-

	£
SRB52 sopranino maple	31.00
AB202 treble maple	43.00*
B401 bass maple	393.95*

AULOS The most widely used plastic recorder. The very popular 205 descant is not typical of the whole range, it is an outstanding success with children but too powerful for a developed taste. The other models listed here are not at all problematical, and some are superb.

I find that while children prefer the 205 descant to all others, for mature players the 503E model is more appropriate, as it has real recorder tone and is not so loud. however, the matching sopranino, 507, is not so popular as the more basic 207, which has a pleasantly cheeky tone similar to that of a Kung. The 209 and 309 trebles are both good, with the 209 having a darker sound and needing a bit more breath pressure.

Newly available (in the UK) this month are two instruments after Richard Haka, descant and treble. These have very tightly focused and slightly reedy tone, and the treble a delightful attack. Both are in simulated rosewood, very convincing, nice to play and hold.

Also now available is a simulated rosewood version of the 511 tenor.

Aulos:-

	£
501 garklein	19.95
207 sopranino	7.95
507 sopranino	9.95
103N descant (one piece)	3.75

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	£
205 descant	7.50
503E descant	8.50
703W descant Haka sim. rosewood	17.50
209 treble	15.95
309 treble	18.50
509E treble (few only)	19.95
709W treble Haka sim. rosewood	31.95
311N tenor (keyless)	36.50
511 tenor (two keys)	48.95
511W tenor (two keys) sim. rosewood	75.00
bass	229.95
direct blow cap	13.20
clip-on thumb rest:-	
descant	0.60
treble	0.80
tenor	1.10
Spare parts are available	POA

CRANMORE From time to time I have some of these fine instruments from Tim's workshop at Ledbury. I have been able to select a very good treble in rosewood after Stanesby, (original in Warwick Castle). This instrument has a particularly elegant and even tone.

treble rosewood 725.00

DOLMETSCH The name of Dolmetsch is inseparable from the recorder though one should not forget that this family firm makes other instruments as well. All are of the highest musical quality and workmanship. As taste has developed with the increased understanding of baroque music and its performance, so instruments have changed to support that taste Dolmetsch instruments now reflect very closely the authentic sound of the period when the recorder was modern and not an historical curiosity or child's toy. Several hand made models are produced in very beautiful woods. The "Stanesby" models have a clear open sound in the English tradition, while the "Bressan" model is close and dark, as preferred on the continent.

In addition, to meet the demand for good instruments without incurring the high cost of individual craftsmanship there is a range of very good imported instruments, factory made, but of good wood, design, finish, and quality. They are all played and adjusted by hand at Haslemere.

There are plastic instruments too.

Dolmetsch handmade A=440 Hz:-	£
sopranino A.Dolmetsch (rings etc)	184.00
sopranino Stanesby stained boxwood	245.85

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	£
descant Stanesby rosewood	226.80
descant Dolmetsch gren (rings etc)	449.50
treble Stanesby rosewood	336.95
treble Stanesby grenadilla	359.60*
treble Bressan rosewood	382.00
treble Bressan stained boxwood	491.75
bass Dolmetsch maple (pipe blown)	637.50
Dolmetsch handmade A=415 Hz:-	£
descant Bressan boxwood	383.15
treble Stanesby pearwood	282.50
treble Bressan grenadilla	465.90
treble Bressan grenadilla (full imitation ivories)	509.80
treble Stanesby grenadilla	459.75
Dolmetsch School Model:-	£
3120 descant pearwood	22.20
3120J as above but no hard case.	15.50
3130 treble pearwood	48.25
3140 tenor maple one key	86.55
3xxx tenor pearwood no key due soon	
Dolmetsch Academy Model:-	£
5120 descant maple	26.90
5124 descant rosewood	60.00
6120 descant pearwood	27.30
5130 treble maple	59.50
6130 treble pearwood	69.20
5134 treble rosewood	113.00
6134 treble rosewood	122.00
5140 tenor maple one key	106.65
5144 tenor rosewood one key	NLA
5146 tenor blackwood one key	246.40
5150 bass maple	NLA
Dolmetsch Conservatoire Model:-	£
7120 descant maple	59.40
8120 descant pearwood	77.40
7124 descant rosewood	86.40
8124 descant rosewood	145.70
7126 descant blackwood	131.15
8126 descant grenadilla	182.15
7130 treble maple	101.95
8130 treble pearwood	136.60
7134 treble rosewood	190.70
8134 treble rosewood	264.00
7136 treble blackwood	248.10
7140 tenor maple no key	152.10
7144 tenor rosewood no key	197.85

All the above Dolmetsch models are supplied in nice cases,
the handmade and 8xxx models in deluxe cases.

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Dolmetsch Plastic Models:-	£
1120 descant, in bag	6.80
1130 treble, in bag	15.50
1140 tenor, in bag	40.00

EARLHAM These inexpensive plastic descants from Israel are real recorders and excellent value. Their tone is strong and the tuning good. They are made of dark brown ABS in three parts, and are supplied in a plastic wallet together with a cleaning stick and a fingering chart.

Earlham descant plastic	£ 2.55
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HEINRICH Supplies of these are now virtually at an end as they originated in the D.D.R.. The quality was always variable and some were very good indeed. From time to time a second-hand bass becomes available. They really are worth snapping up. The list shows those instruments we have left in stock.

Heinrich "Royal":-	£
AH22 descant maple	16.00
Heinrich "Meister":-	£
AH2 descant maple (rings)	26.15
AH3 treble maple	46.85
treble rosewood	105.00

HELLINGER It is a pity that these well liked and inexpensive recorders from the D.D.R. are no longer available. We still have some of the lovely sopraninos at a silly price.

Hellinger sopranino maple	£ 14.00
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HOHNER No longer available. Two left, not recommended.

Hohner	£
9517 descant plastic	4.95
9514 descant plastic head	11.00

HOPF The baroque recorders of this name are no longer available. The others are listed under Kobliczek, who have always made them. From time to time one of the excellent "Meister" models is available, second-hand. These are very clear toned and elegant sounding, made of very heavy grenadilla wood, with various styles of imitation ivory

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embellishment. They have an unusually small spread to the lower finger holes.

See Kobliczek for the metal recorders.

Hopf "Student":-	£
descant pearwood (old stock)	12.60

Hopf "Meister":-	£
treble grenadilla. s/hand	225.60

HORNEY An inexpensive wooden descant recorder, made in the D.D.R.. Good value and in the Adler tradition in the traditional orange varnish. Probably not repeatable, but quite a few in stock.

	£
Hornby descant maple	4.95

KOBLICZEK Peter Kobliczek makes all levels and kind of recorder, also panpipes, transverse flutes, and various funny whistles and things. We cannot stock everything so do ask if you need a "Papageno" flute, cuckoo, or other oddity, as it may well be in his catalogue.

The recorders are good and come in many pitches and designs. The best known range are wide bore and uniquely for this type play the full two octave range. Two shapes are available, "Renaissance" and "Praetorius". The "Praetorius" are the more ornate and are more popular. Colour leaflets (actually Hopf) are available on request. Zapetero boxwood is available besides the less expensive stained maple, but experience leads us to believe that the maple is more suitable for the English climate.

Two shapes of baroque recorder are produced, "Studium" and "Meister". The "Studium" is smoothly curved in a plain but slightly modernistic style, while the "Meister" is ornate, with spherical bulges, based on an old un-named French recorder. "Meister" recorders are provided with a bushed thumb hole.

There are also brilliant recorders for buskers, and folk groups. The "Silberton" is of heavy silverplated brass, descant (and sopranino when available - I've been waiting nearly a year for one), and the treble has a wooden body. These instruments have a wide parallel bore and something of the sound of a flute. The "Concerto" is wide bore and thin walled giving a robust but not coarse tone. It is well liked by folk musicians.

Kobliczek "Studium":-	£
162 treble maple	73.20
162 treble olivewood	92.00
Kobliczek "Meister":-	£
554 descant pearwood	73.00
560 treble boxwood	167.55
560 treble olivewood	167.55*
560 treble bokate	181.85*
Kobliczek "Renaissance":-	£
702 garklein maple	66.40
Kobliczek "Praetorius":-	£
752 garklein maple	76.60
754 sopranino maple	82.35
756 descant maple	149.00

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		£
762	treble in F maple	177.25
764	treble in G maple	177.25
770	tenor, two piece maple	250.30
722	tenor, fontanelle maple	403.50
730	bass maple	695.00*
738	great bass in C maple	920.00*
740	sub-bass in F maple	1520.00*
Kobliczek	"Concerto":-	£
123	descant maple	45.00*
123	descant bubinga	66.40
"Silberton"		£
	sopranino	124.00*
	descant	150.00
	treble	235.00*
	treble s/hand	135.00

KUNG These fine instruments, produced in Switzerland by Andreas and Thomas Kung and their staff are so well known to regular players as to need little introduction. It will serve well to quote from their latest catalogue.

"All our instruments are finished by hand and played to check sound and tuning.

"Our instruments are fashioned from one piece of wood, thus ensuring a uniform structure and grain; they are never assembled from various pieces, except the instruments in grenadilla and sub-bass recorders."

Besides the well known general purpose instruments, historical models are produced after originals by Denner, Rippert, Haka and others. The range is very full.

Kung have just reorganised their range into four streams;

Model I, "Studio". This is a very attractive style, derived from the usual shape of a baroque instrument, but simplified and refined. It is at present only available in descant and treble instruments. The tone production favours the low and middle range, though the highest notes are not difficult. The tone is full, and needs a good stream of air. They are not for soloists, but excellent for group players as the sound blends so well. For extra brilliance and penetration choose palisander wood.

Model II, "Classica". The traditional Kung shape, being Franz Kung's design of more than thirty years ago. This is available in all sizes and woods, with key work an attractive bronze colour.

Model III, "Superio". An historical range naturally finished and of true baroque styling, with curved windway. These do not usually form part of the stock, please enquire. A hardwood treble costs around £300.

Model IV, "Historica". These are replica

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quality instruments, made to order in boxwood, palisander, or grenadilla. The range includes a voice flute and a bass. A treble costs around £800.

Kung Model I "Studio":-		£
302	descant pearwood	36.00
311	descant bubinga	74.10
321	descant palisander	109.50
402	treble pearwood	78.40
411	treble bubinga	142.40
411	treble padouk	142.40

Kung Model II "Classica":-		£
11	garklein bubinga	40.85
12	garklein palisander	46.00
20	sopranino maple	45.00
21	sopranino bubinga	63.85
22	sopranino palisander	74.85
23	sopranino grenadilla	105.20*
50	tenor pearwood	172.50
51	tenor bubinga	214.60
60	bass pearwood	369.85
60	bass iroko	369.85*
60DK	bass iroko (two keys)	447.50
70	great bass in C iroko	826.30
71	great bass in C bubinga	963.90*
xx	great bass in C older model bubinga (second-hand)	600.00
80	sub-bass in F iroko	2095.00+
81	sub-bass in F bubinga	2517.00*

LOCKWOOD Albert Lockwood, of Bridlington, Yorkshire produces all sizes of recorder in fine woods. They are very sweet, and not loud. The descant is particularly, pretty. We supply these in cases.

Lockwood		£
	descant rosewood	67.50
	treble ebony	230.00

MOECK These are perhaps the most widely used wooden recorders, they come from the factory of Dr. Hermann Moeck at Celle, near Hanover, in Germany. The range covers most needs, and other early musical instruments are also made. Moeck recorders are, like any other, made to be played, but, the Moeck instrument is at its best when played to be heard. They are not for the timid.

The Tuju range, of maple, and very plain design is the ideal student instrument, the descant being very popular.

For the advanced player there is the Rottenburgh range designed by the famous Friedrich von Huene, who founded a

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notable workshop in America, and has trained many of the new makers of fine recorders. Various woods are used, each having its own particular sound and feel, the rosewood and ebony are the most popular.

The Moeck baroque recorders have a unique bloom to the sound which gives them great appeal, this, coupled with a good standard of workmanship makes them very successful.

Moeck's Steenberg model is a replica type instrument (descants and trebles only) available at A=440 Hz or A=415 Hz in various woods.

Besides the baroque recorders there the renaissance models, wide bore and with a loud and pungent tone, very suitable for dance music. Their compass is limited to a twelfth. Also produced is a Kynseker style descant in plumwood. Its tone is beautifully even and sweet, with just a touch of bite and reediness.

For the beginner Moeck produce the wooden "School" model (very few schools can afford it) and the recent "Flauto I" which looks like wood, but is in fact, plastic. The Flauto I is of Tuju shape and has an interesting tone which is vibrant and husky. The sort of sound you might expect from a wooden instrument if you didn't know better. They are very popular with folk music players.

All Moeck recorders except the renaissance series come in nice cases. The renaissance series come in attractive high quality card boxes.

Moeck "School":-		£
121	descant maple	29.30
Moeck "Tuju":-		£
211	sopranino maple	55.70
223	descant maple	33.50
236	treble maple	89.90
236D	treble maple dark finish	89.90
237	treble maple two keys (F/F\$)	134.85*
	as above second-hand	80.00
242	tenor maple one key	157.75
243	tenor maple two keys	184.90
252	bass maple direct three keys	410.50
253	bass maple direct four keys	472.60*
25011	metal cap and pipe for bass	81.80*
262	great bass in C maple	766.20*
Moeck "Rottenburgh":-		£
219	sopranino maple	79.95
419	sopranino rosewood	124.20
519	sopranino ebony	154.55*
129	descant maple two parts	57.10
229	descant maple	78.50
329	descant boxwood	117.80
329K	descant kamba wood	117.80
429	descant rosewood	149.15
529	descant ebony	188.35

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Mollenhauer "Denner":-	£
5160 descant pearwood	53.40
	£
5120 descant rosewood	132.20
5206 treble pearwood	116.90
5220 treble rosewood	238.90
Mollenhauer (old):-	£
3109 descant boxwood	77.05+
3111 descant palisander	87.85+
3212 treble boxwood	151.00+
3214 treble grenadilla	177.75+
3215 treble grenadilla (rings)	181.85+
3410E tenor palisander (rings)	186.50+
Mollenhauer "Kynseker":-	£
410x descant maple (old)	125.00+
4108 descant plumwood	171.90*
4207/8 treble in G maple/plumwood	POA *
4217/8 treble in F maple/plumwood	POA *
4407 tenor maple	316.75
4507 bass maple	786.65

PAETZOLD the most well known instruments from the work shop of Herbert Paetzold are his square section great bass and sub-bass recorders. These have a strange appearance (one local to me is known as Frankenstein!) but they work superbly well. The air column is folded in a way that organists will recognise, and this makes for a compact instrument, without detriment to the tone. The supply of these is rather uncertain, but an enquiry could be well worth while as they are about 2/3 the price of a conventional instrument. Only the appearance counts against them, the sound is great.

Normally in stock are his maple descant recorders, loud, clear sounding instruments of slightly angular profile. These are more suitable for folk music than the standard recorder repertoire.

Paetzold "solo":-	£
descant	76.60
Paetzold "Kinsecker":-	£
tenor plumwood	170.00+
Paetzold:-	£
great bass in C	c 800.00*
sub-bass in F	c 1600.00*

PRESCOTT WORKSHOP Very high quality instruments are produced by the workshop of Thomas M. Prescott. In addition to his own model there are very close copies of originals.

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Many styles are catered for and the price is high, as one would expect for the quality. (Around \$1,000 plus carriage and duty for a treble.) We have none in stock at the moment, though this situation may change.

ROESSLER Roessler recorders are one of the main lines of business here, particularly the larger sizes. Several styles are produced and we stock most of them.

"School" recorders. These are basic, but generally well made with plain styling, from pearwood. The finish is now clear matt varnish and more appealing than before. The bass is the cheapest wooden bass stocked, and it is highly recommended. Uniquely, it comes provided with cap, and cap with pipe, for either direct or remote blowing.

"Meister" recorders. This is Roessler's own design of high quality general purpose instrument. They come in many woods and are competitively priced. Their sound is darker than most recorders, with a slightly nasal quality, much more direct, and less winsome than the tone of a Moeck. The appearance is smoothly modernised baroque and the hardwood instruments are only polished, not varnished. All have a curved windway (except the bass, where this is an optional extra, approx. 10% more in cost) and all the basses have a double key for F/F#. The single key tenor is no longer made. The bass has a shorter head than most and plays like a big treble (Telemann sonatas are quite playable, especially the one in f-minor originally suggested for bassoon) it is deservedly very popular.

"Oberlander" is the historic handmade model from Roessler. The sound is dark and even right up to the highest notes. These are lovely, distinctive instruments, particularly at the low baroque pitch. Also in this series are instruments based on originals by Denner and Eichentopf.

"Hotteterre". A new descant and treble are being made, based on the instruments produced by that famous French family of makers, composers and players. (The source of the well-known "hands" engraving is an instruction book by J.M.Hotteterre.) The instruments I have tried have been a bitter disappointment and they are not stocked here.

"Renaissance". The Roessler offering is an Italian design, very straight and plain, with a curious cut back to the underside of the beak. These are definitely for applying to the lips and not sticking into the mouth. The sound is soft and lovely for intimate early music.

Also made are transverse flutes and baroque oboes.

Note the special tenor recorders with two keys on the body, (holes III and IV); these are made specially for me, and really do make the tenor easier to play for those with small hands or joint problems.

Roessler "School":-	£
34 descant pearwood	13.60
xx treble one key (F) few left	31.75+

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	£	
41	tenor one key pearwood	60.00
111S	tenor special three keys	
	with two body keys	120.00
116	bass direct/pipe three keys	335.00
Roessler "Meister":-		
	£	
252	descant pearwood two part	34.75
254	descant pearwood three part	65.00
354R	descant rosewood	118.50
354GR	descant grenadilla	137.50
258	treble pearwood	87.50
358P	treble palisander	181.50
358R	treble rosewood	195.00
358GR	treble grenadilla	235.00
260	tenor pearwood keyless	139.90
261	tenor one key	NLA
262	tenor pearwood two keys	210.00
262S	tenor as above	
	with two body keys	255.00*
360P	tenor palisander keyless	185.00
361	tenor one key	NLA
362	tenor palisander two keys	230.00
267	bass pearwood	496.00
367BU	bass boxwood	625.00*
367P	bass palisander	630.00*
Roessler "Oberlender" A=440 Hz:-		
	£	
481K	descant kingwood	239.00
486BU	treble boxwood	311.55*
486K	treble kingwood	352.00
Roessler "Oberlender" A=415 Hz:-		
	£	
478GR	descant grenadilla	286.50
488GR	treble grenadilla	525.00

SAVAREZ/ADEGE Nicely made instruments of character, modelled on original by Terton. The quality is very unreliable and we no longer stock them.

SCHEELE Not much known - one instrument in boxwood in stock, believed to be a Rottenburgh copy. It works adequately well but the quality of workmanship leaves a little to be desired. The price is not high, and I am open to offers. The usual approval period would apply.

Scheele "Rottenburgh" A=415 Hz:-	£
treble boxwood single holes	
authentic baroque fingering	320.00+

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WILLMAN John Willman makes small numbers of recorders by hand in the traditional way. His production at the moment is of trebles and descants modelled on those by Bressan. I do not have any of these lovely recorders at the moment, John is a busy man and does other things, but when he offers them to me I do not refuse them. Most of his production is to special order. I feel privileged to be able to retail them. The model I prefer is double holed and modern fingering, but other options are available. His preferred wood is boxwood.

YAMAHA This Japanese giant produces an amazingly good range of recorders. They cover every thing from cheap (but not nasty) plastic school recorders to a very expensive authentic A=415 Hz Denner copy. The plastic recorders have received very favourable comment in the "Recorder Magazine" and I am largely in agreement with this judgement. The tenor and bass have by far the best sound of any plastic model and put many older wooden recorders to shame. It is my feeling that the smaller instruments are a bit sharp as I like to feel a bit of resistance to my breath. The sopraninos are relatively poor, those from Aulos being very much better.

Yamaha 22, 24, 28, series, school instruments, cheap, but well produced, "chorus" type tone.

Yamaha 302B series, now advertised as being "Rottenburgh", (I can't think why, can you?). Baroque styled instruments for the serious student. Now complimented by simulated wood versions, more expensive, but worth the extra cost because of the feel. The ebony seems a bit tasteless to me (very prominent yellow grain) and I prefer to stock the very convincing rosewood version.

Yamaha 43 series, maple instruments, finished with dark varnish. The recent delivery is nothing like so nice as the early ones, decant and treble not recommended, the tenor is good if you can take the high gloss finish. The tone is full and reedy, appealing more to flute players who play the recorder than to dedicated recorder players.

Yamaha 61, 62, 64, series, middle priced instruments of considerable appeal. Very even tone, perhaps a bit too even, nice recorders which work very well, voiced for the top, some players find the lowest notes too soft for them and make them "burble". This is no problem with the descants.

Yamaha 82, 83, series, a different design again. Yamaha change the design with the material. These are real recorders in the best authentic style. They are not puffed up modern instruments but feel right for baroque music. To me, these have the nearest feel in an A=440 Hz instrument to that which is normal in an A=415 Hz instrument. I like it very much. There are great difficulties in getting these and the 60 models but I can usually keep up with the demand.

Note that the critical part of the Yamaha reference is the third letter. One can get very confused by this.

If you fancy trying the sideways sort of flute the fife

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is just the thing, It plays very like a recorder in C and the fingering is very close to a descant recorder and a Boehm flute. Of course there are a few snags but at that price one can't complain. Just the job for a youngster hankering after something different, or a real flute. The tone is good and strong when you know how....

Yamaha School plastic, brown or white:-	£
22B sopranino discount. few only	3.45
24B descant	4.00
24B treble discount. few only	11.50
28B treble	11.50

Yamaha 302B, 312B, "Rottenburgh", plastic:-	£
YRN 302B sopranino	6.45
YRS 302B descant	6.45
YRS 312B descant sim. rosewood	13.25
YRA 302B treble	16.90
YRA 302B treble sim. rosewood	19.00
YRT 302B tenor one key	44.00
YRB 302B bass four keys F/F\$	150.00
YRF fife	3.60

Yamaha Maple wood:-	£
YRS 43 descant	56.00
YRA 43 treble	66.00
YRT 43 tenor two keys C/C\$	112.00
YRB 43 bass four keys F/F\$	408.00

Yamaha Hardwood:-	£
YRS 61 descant boxwood	169.00
YRS 64 descant rosewood	170.00
YRA 61 treble boxwood	239.00
YRA 64 treble rosewood	249.00

Yamaha Best Hardwood:-	£
YRA 82 treble kingwood	499.00*
YRA 83 treble ebony (rings)	492.15*

ZEN-ON These high quality recorders have a following in spite of their relatively high price. They are made in Japan and modelled on named originals. Their tone is true and suitable for the serious student. The new simulated wood models are good value and convincing. These instruments are readily available from Schott and are usually in stock. There are other models of plastic recorder but they do not seem to me to offer anything over any of the other brands and we do not stock them. Zen-On make wooden recorders, rather expensive, but good quality. The tenors are good, similar in

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sound to the Yamaha YRT43 but differently (I think strangely) styled and they do not form part of my normal stock.

Zen-On plastic:-	£
descant "Stanesby"	12.15
descant "Stanesby" sim. r/wood	13.10
treble "Bressan"	26.85
treble "Bressan" sim. r/wood	27.30

CASES & ACCESSORIES

Plastic cases from Roessler:-	£
descant two piece	5.00
descant three piece	5.00
descant plus treble plastic	12.50
tenor	12.50

Deluxe cases:-	£
descant	21.00
treble	29.50
descant plus treble	40.85
s'nino, descant, treble	47.50
s'nino, descant, treble, tenor	60.00
s'nino to bass	75.00
bass	40.00

Odds and ends:-	£
plastic thumb rest, see Aulos.	
metal thumb rest inc. fitting	5.00
oil (for wood)	1.00
grease for corks	1.00
grease (Aulos) for plastic	0.70
	£
descant brush	0.50
treble and tenor brushes	0.75
bass brush	3.25
sling for bass	4.00
maintenance kits (Moeck)	3.95

ONE HANDED RECORDERS These are made by Zen-On to special order. The case is naturally also designed for one hand operation. These are nice instruments (descant only I fear) made of plastic with neat and effective silvery metal keys. the price (about £130) depends on exactly what is needed. For further details contact Judy Albury of Schott & Co., Brunswick Rd. Ashford, Kent TN23 1DX . Tel. 0233 628987 .

MUSIC etc. There are large stocks here, a visit is very worth while. The stock is always changing around the standard repertoire and syllabus pieces. Try us first, it could save you a lot of bother. I know the field and don't keep any other music. I'm sorry I don't do a list, this one is hard enough to keep going, and I have no idea how many titles are

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* = temp. out of stock + = special price

in stock. There isn't room for much more, if it were all piled up I suppose it would amount to twelve feet or so without duplication. Also stocked are recorder interest books and exam publications including some entry forms.

POSTAGE I am happy to send anything anywhere, sometimes I will even deliver it myself up to a hundred miles if it is big and expensive. For orders from official bodies goods are sent on receipt of order, for individuals it depends how well you are known to the business. Music is generally sent with invoice for payment without delay. I far prefer to have advance payment for instruments, credit cards are a very easy way of achieving this, especially for overseas customers. I do not insist on advance payment from "regulars". I am happy to send two instruments for trial, sometimes more, it depends. For non-regulars I like to have advance payment for the more expensive instrument, refunds are 100% , cheque or via credit card if the purchase was made that way. There are no handling charges, but I expect the postal charges to be met even when no purchase results from a trial. It is not generally appreciated that postal charges are subject to V.A.T. (except on exports), so the charge is usually about 25% more than the cost of the stamps, this seems to be about right to cover the materials etc..

I am available on the phone for any special agreement, and schools and other quantity customers may negotiate for special terms, as is normal. You may ring after hours and leave a message on the ansaphone machine. If you do, please be prepared and have some idea of what you want to say.

John Everingham, Manager.

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