

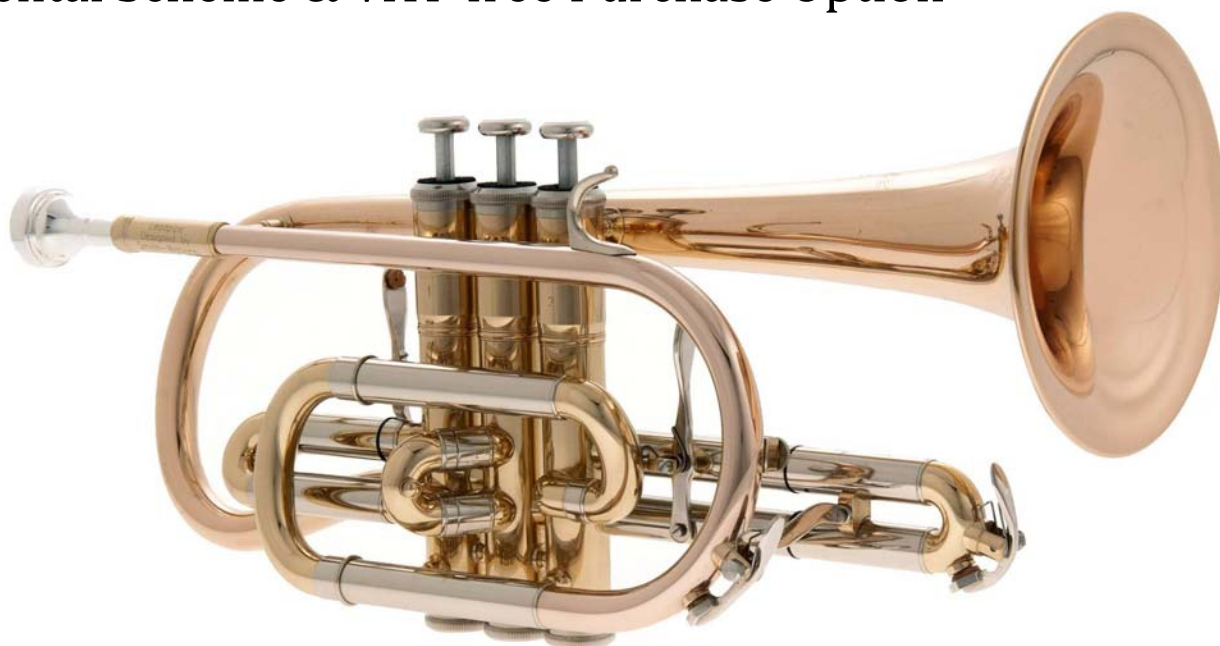
Assisted Instrument Purchase Scheme

Dec 1st

2011



+ Rental Scheme & VAT-free Purchase Option



John Packer Ltd

Woodwind & Brass

The Specialists

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Adler, Azumi, Bach, James, Jupiter, Miyazawa, Muramatsu, Pearl, Stomvi and many more...

The Assisted Instrument Purchase Scheme

The Assisted Instrument Purchase Scheme enables pupils at Local Education Authority Schools, who receive musical tuition as part of their curriculum, to purchase instruments without paying VAT. Coupled with our customary discount, this can lead to huge savings on student instruments. This procedure has the approval of H.M. Customs and Excise and was reviewed in September 1994 by the VAT Office. We have long experience of operating this scheme on a nation-wide basis through both schools and Education Authorities. Whilst this facility is supported by the vast majority of eligible schools and L.E.A.'s, it is at their discretion so PLEASE CHECK before making your choice of instrument.

What is the choice?

You have a huge choice of quality, new, workshop-tested instruments of all Woodwind and Brass types, and, if required, all the independent advice you could possibly need from experienced players and technicians.

How the Scheme Works

The majority of counties have found that the scheme works most efficiently if the schools order direct. The instrument, once selected by the Parent, Teacher and/or Pupil, is officially ordered from us by the school. Normally the parent pays the ex VAT price to the school when the order is raised. We then invoice and despatch the instrument to the school. Our invoice includes VAT which the school reclaims in the normal way.

What if the School is private or independent?

H.M. Customs and Excise do not extend the same VAT exemption to these quarters. However, almost all of our prices are significantly discounted, so on the majority of occasions you are still receiving a considerable saving even if the VAT exemption is not applicable.

How long will it take?

All instruments are sent by courier. As we have large stocks, most instruments are sent immediately upon receipt of the order.

What are the rules?

In order to comply with the regulations imposed by H.M. Customs and Excise, the following rules must be applied:

1. The student must be in full time education at a Local Education Authority School
2. The student must be either: a) receiving tuition at the school as part of their curriculum or b) receiving private tuition in support of a curricular activity such as GCSE or 'A' level music
3. The instrument must be appropriate for the pupil's needs. A novice cannot acquire a Stradivarius Violin!
4. The instrument must be portable
5. The instrument must be handed over from the school to the pupil in a designated teaching room
6. The instrument must be charged to the pupil/pupil's parents either at, or below, the schools cost (Ex VAT)

We are sure that you will appreciate the benefits offered to pupils by this facility; greater access to quality instruments at a low cost.

The best way of supporting the progress of the player!

Assisted Instrument Purchase Scheme Prices for JP Woodwind Instruments

Quantity
Discounts
Available

Please note that these are simply the most often requested instruments, student to mid range. We stock many other possibilities at all levels including professional for the more advanced players.

Instrument	Model	RRP	Inc. VAT	Ex. VAT
Clarinet (Bb)	JP021	176	132	110
	JP121 MkIV	208	156	130
NEW	JP221	336	252	210
Clarinet (C)	JP124	256	192	160
	JP125 (Simple system)	240	180	150
Clarinet (Eb)	JP123 (Simple system)	152	114	95
	JP223	312	234	195
Bass clarinet (to Eb)	JP122	1264	948	790
Flute	JP011 (was 111 Standard)	160	120	100
	JP111 MkV	416	312	260
	JP011CH (+curved hj)	176	132	110
	JP010CH 'Kinder' model	176	132	110
Alto sax (Eb)	JP041	432	324	270
	JP045V Vintage	624	468	390
	JP045A Antique	624	468	390
	JP045B Black	624	468	390
	JP045R Rose brass	624	468	390
	JP045G Gold	624	468	390
	JP045S 'Panther' (SP)	624	468	390
NEW	JP245	960	720	600
NEW	Rosestone	1995	1495	1245
	Blues 141	848	594	495
	Blues 241 rose brass	968	714	595
Tenor sax (Bb)	JP042G Gold	720	540	450
	JP042V Vintage	720	540	450
	JP042B Black	720	540	450
	JP042R Rose brass	720	540	450
	JP042S Silverplate	720	540	450
	Blues 142	1015	810	675
	Blues 242	1200	900	750
Soprano sax (Bb)	JP043G Gold *	528	396	330
	JP043GC Gold Curved	528	396	330
NEW	JP243 Gold	1040	780	650
Sopranino sax (Eb)	JP146	632	474	395
Baritone sax (Eb)	JP044 Mk II	1592	1194	995
	JP144 Cadence	2760	2070	1725
Oboe	JP081 Junior system	712	534	445
	JP181 MkII (dual system)	1360	1020	850
Bassoon	JP191 Shortreach	1992	1494	1245

*Also available in Vintage, black/gold & black/silver, antique, rose brass and silverplate

All prices include VAT at the prevailing rate except Assisted Instrument Purchase Scheme (AIPS) price
The Assisted (AIPS) price is that which is paid as a single VAT exempt payment via the state education system
Prices and specifications subject to change without notice or obligation
Prices are rounded to the nearest £ for convenience. E & O E

Prices for JP Brass Instruments

Instrument	Model	RRP	Inc. VAT	Ex. VAT
Trumpet (Bb)	JP051 (was 151Mkl)	176	132	110
	JP151MkII/JP151S	296/312	222/234	185/195
	JP251SWR/JP251SWRS	544/592	408/444	340/370
	JP251SW/JP251SWS	496/544	372/408	310/340
	JP251SWA/SA/B/FG	592	444	370
	JP351SWLT/SWSLT	1040	780	650
Trumpet C	JP152/152S (Lac/SP)	336/352	252/264	210/220
Pocket trumpet (Bb)	JP159	184	138	115
Piccolo trumpet (Bb/A)	JP154	472	354	295
Trumpet (D/Eb)	JP257	1200	900	750
NEW				
Slide trumpet (Bb)	JP039	176	132	110
Cornet (Bb)	JP171SW/SWS (Lac/SP)	288/304	216/228	180/190
	JP071L	184	138	115
	JP271 SW L/SWS(Lac/SP)	440/456	330/342	275/285
	JP371SWL/SWS (L)(Lac/SP)	1040	780	650
Soprano Cornet (Eb)	JP176/176S	400/448	300/336	250/280
Flugel horn	JP175	496	372	310
	JP175S/SA(Satin)/R(rose brass)	528	396	330
Trombone (Bb)	JP031(M)	216	162	135
	JP131R (M)/132R(L)	288	216	180
	JP230/231RATH (M/ML)	544	408	340
	JP231RATH(Blk,SP,Satin, Frosted gold, Antique)	592	444	370
Trombone (Bb/F)	JP133MLR/LR (ML/L)	512	384	320
	JP331/332RATH (ML/L)	1040	780	650
	JP331S/332S Rath	1104	828	690
Alto trombone (Eb)	JP136	200	150	125
	NEW JP236/236S Rath	666/696	480/510	400/430
Valve trombone	JP135	500	375	312
Bass trombone	JP232 Dbl rotor	1112	834	695
Tenor horn (Eb)	JP072 (formerly 172)	296	222	185
	JP172LMKIV/S (Lac/SP)	416/472	312/354	260/295
	JP272L/S (Lac/SP)	616/696	462/522	385/435
	JP372Sterling/S	1080/1112	810/834	675/695
Baritone (Bb)	JP073L	352	264	220
	JP173L/S MkII	464/544	348/420	290/340
	JP273L/S (Lac/SP) 3 vlv comp	704/744	528/558	440/465
	JP373Sterling/S 3 vlv comp	1496/1592	1122/1194	935/995
Euphonium (Bb)	JP074MkII	432	324	270
	JP174MkII	528	396	330
	JP274MkII/S (Lac/SP) 4 vlv	880/1008	660/756	550/630
	JP374Sterling/S 4 vlv comp	2400/2640	1800/1980	1500/1650
Single Mini French horn	JP161 (Bb)/JP162 (F)	264/280	198/210	165/175
Comp French horn	JP163 Bb/F comp	736	552	460
Double French horn	JP261RATH Bb/F/ JP261DRATH detachable bell	1984/2064	1488/1548	1240/1290
Tuba	JP077 Eb Mini	880	660	550
	JP078 Bb Mini	1184	888	740
	JP277/S (Lac/SP) EEb 4 vlv comp	2960/3440	2220/2580	1850/2150

Assisted Instrument Purchase Scheme

Quantity
Discounts
Available

Prices for non JP Instruments

Please note that these are simply the most often requested instruments, student to mid range. We stock many other possibilities at all levels **including** professional for the more advanced players.

Instrument	Model	RRP	Inc. VAT	Ex. VAT
Clarinet (Bb)	Buffet B12 BC2540	465	349	290
	Yamaha YCL250S	489	391	326
	Buffet E11 France	990	743	619
	Buffet E13 BC1102	1429	1072	893
Bass clarinet (to Eb)	Yamaha YCL221	2349	1879	1566
Flute	Jupiter JFL511SSCE	690	460	383
	Jupiter 515ES (+curved hj)	700	467	389
	Azumi AZ1000E	-	650	542
	T.James Privilege E	599	549	458
	T.James Cantabile E	949	899	749
	Pearl F665E (Forza HJ)	971	825	688
	Yamaha YFL211IDII	619	495	412
	Yamaha YFL311UK	989	791	659
Piccolo	Yamaha YPC32	609	487	405
Alto sax (Eb)	Jupiter JAS567GL	850	567	473
	Yamaha YAS275ID	1029	823	686
Tenor sax (Bb)	Yamaha YTS275EJ	1349	1079	899
Soprano sax (Bb)	Yamaha YSS475II	1739	1391	1159
Baritone sax (Eb)	Jupiter 593GL	3400	2267	1889
	Yamaha YBS32E	4699	3759	3132
Oboe	Howarth S10	1379	1250	1042
	Buffet BC4011	1601	1201	1000
	Yamaha YOB241B-30	1569	1255	1046
Bassoon	Adler Shortreach 1356L	6300	4410	3675
	Adler 25 key 1357W	7500	5250	4375
Trumpet (Bb)	Jupiter JTR308L	400	267	223
	Yamaha YTR1335E	399	319	266
	Yamaha YTR2335CN	519	415	346
	Yamaha YTR4335GCN	619	526	438
Cornet (Bb)	Jupiter JCR520ML	550	367	306
	Yamaha YCR2330HCN	619	495	412
	Yamaha YCR4330G	739	628	523
Trombone (Bb)	Jupiter JSL432L	650	434	362
	Yamaha YSL354ECN	729	583	486
Tenor horn (Eb)	Jupiter JAL456L	1100	733	612
	Yamaha YAH203	1289	1031	859
Baritone horn (Bb)	Jupiter JBR360L	1500	1000	833
	Yamaha YBH301	1779	1423	1186
Euphonium (Bb)	Jupiter JEP468L	1700	1133	944
	Yamaha YEP201	1619	1295	1079
Double French Horn	Jupiter JHR852L	2800	1867	1556
	Yamaha YHR567	3079	2463	2052

Please note that this is just a tiny fraction of the 6000+ product lines that we offer for sale, most of which are in stock at any one time. Visit www.johnparker.co.uk for full details of products, availability, clearance offers, news and events etc.

All prices include VAT at the prevailing rate except Assisted Instrument Purchase Scheme (AIPS) price

The Assisted (AIPS) price is that which is paid as a single VAT exempt payment via the state education system

Prices and specifications subject to change without notice or obligation

Prices are rounded to the nearest £ for convenience. E & O E

The John Packer range – what can it do for you?

The John Packer range has been designed to fit several purposes. In all cases the brief has been to create an instrument that is, at the very least, very good value for money.

The highlights of the range go far in excess of this brief to a point where professional players use our instruments everyday in very demanding musical situations.

Highlights

Despite the student prices a number of our instruments are used by some of the great luminaries of the professional playing fraternity. The entire saxophone range (JP043 soprano saxophone, JP045 alto saxophone, JP042 tenor saxophone and JP144 Cadence baritone saxophone) is used everyday in London's West End and players on tour with bands like Take That, Jools Holland and Seal have also used them. We have similar accolades for the JP111MkIII flute, the JP121MkIV clarinet, JP251SW Bb trumpet and JP231RATH trombone. We don't know of any other student range of instruments that can make this claim. Another claim that we can make is that it is clear that the only 'student' thing about these instruments is the price.

Professional performance that a student can afford.

Support for 'Endangered species'

In the 90's there was an Arts Council initiative to support instruments that were in danger of disappearing from the educational scene such as oboes, French horns, tubas & trombones. Generally these instruments were either so expensive that parents couldn't afford to buy them or they were too big for younger players to manage comfortably.

We were determined to help with this issue and this resulted in a number of instruments that dealt with these problems. The JP081 and JP181 are both designed to make **oboes** more accessible. The JP081 has a reduced keywork system enabling younger players to manage the playing and parents to manage the cost. The JP181 oboe is a full system oboe that a player can graduate to from the JP081 and is more than 40% less than its counterparts from other makes. Our Hornblower (JP161 - Bb and JP162 - F) single **French horns** have contributed greatly to the emergence of a new generation of French horn players as has the JP163 compensating French horn that caters for the needs of advancing players. The JP177 and JP178 mini **tubas** have brought the instrument into a much lower price bracket and are specifically designed to enable a nine or ten year old of average stature to be able to play them comfortably. The trombone caused many problems for teachers as they are just too big for a young player to manage the required arm stretches. The smaller JP136 alto **trombone** made starting easy (and very inexpensive) for a young player who could then move up to a standard tenor (JP031 or JP231RATH) when they achieved the required stature. The JP191 Shortreach **bassoon** has been widely greeted by the education system as being a lifesaver for this instrument. It was launched at less than half the price of the nearest competitor and had modified keywork to allow smaller hands to play it with ease.

Not that flutes and clarinets are in anyway endangered, but the JP123 (Eb **clarinet** - with reduced keywork) and the JP125 C **clarinet** - also with reduced keywork) perform the same role in enabling small clarinets players to have a good start as does the JP011CH **flute** with both curved and straight headjoints.

Instruments in Harmony

Harmony instruments are so often forced into the realms of 'professional players only' due to their high cost. We are very aware that low cost harmony instruments have two important applications outside the profession. Firstly, there are an enormous number of amateur players out there who play in a wide variety of ensembles. These players, often very competent, either cannot afford, or cannot justify, the cost of a pro model. Secondly, the educational sector often have to forego the benefits of harmony instruments due to budgetary restrictions forcing them to concentrate on more mainstream instruments. Fact: All ensembles benefit musically from having harmony instruments - they add colour, depth and interest to any performance. Fact: All students benefit from the wider musical experience of playing harmony parts and learn from the differing technical requirements of instruments related to their main one.

Our range makes a number of important harmony instruments more accessible and offers the playing capability to deal with the requirements of players of all standards. **Clarinets:** JP223 Eb; JP122 bass to low Eb; JP124 C. **Trumpets:** JP157 D/Eb trumpet; JP152 C trumpet; JP154 piccolo trumpet. **Trombone:** JP232 bass trombone etc.

The Staged Payment (Hire) Scheme

*You can download
hire forms online*

***No obligation to buy
Payments can be offset against purchase
VAT free purchase option***

- Is it expensive? No – costs start from just £12/month
- Any obligation to buy? No - If it doesn't work out, just return the instrument and cancel the agreement*
- Long term commitment? No – the minimum period is just three months. There is no maximum period
- Any hidden costs? No - your hire fee includes insurance, maintenance** and VAT
- Is the scheme flexible if I want to purchase? Yes - Up to six months hire payments can be offset against purchase at the standard discounted selling price. If eligible, you can also purchase via the VAT free scheme. (See 'What if I decide to buy an instrument'.) You can also upgrade to a higher level JP model (of the same instrument type) and offset 50% of your hire payments against the purchase at or before the end of month 6
- If you don't wish to purchase by the end of the sixth month you can simply carry on hiring indefinitely and, if you subsequently decide to purchase, a maximum of six months payments can be deducted

What if I decide to buy an instrument?

If you wish to purchase, you have two options:

1. You may deduct all your payments to date (up to a maximum of 6 payments) from the current (already discounted) standard price of the instrument that you have hired
2. If eligible for the Assisted Instrument Purchase Scheme (AIPS), you may deduct all payments to date (up to a maximum of 6 payments and not including the VAT) from the standard VAT free price of the instrument that you have hired
3. If you wish to upgrade to a higher level instrument of the same type from the John Packer range, then 50% of your hire payments (up to the end of the 6th month) can contribute to the purchase price

N.B. You are not obliged to purchase the hired instrument. For example, you may hire a JP011 flute and ultimately purchase another make or model. However, the deductions available (up to six months hire payments) only apply to the purchase of the instrument that has been hired or a JP upgrade.

How does it work?

Complete a simple form and make your advance rental payment by credit/debit card, which takes care of the first three months. Your ongoing hire (from month 4) is paid by low cost monthly standing order. *** If required, your instrument can be sent direct to you by courier (standard carriage charge £10)

How much does it cost?

Instrument	Model	Cost pcm	Instrument	Model	Cost pcm
Flute	JP011	£12 pcm	Trumpet Bb	JP051	£12 pcm
Flute	JP011C(+cvd hj)	£15 pcm	Cornet Bb	JP071	£12 pcm
Flute 'Kinder'	JP010CH	£15 pcm	Trombone Bb	JP031	£12 pcm
Bassoon	JP191 S/reach	£55 pcm	Flugel horn Bb	JP175	£15 pcm
Clarinet	JP021	£12 pcm	Tenor horn Eb	JP072	£12 pcm
Alto sax	JP041	£15 pcm	Baritone horn Bb	JP073	£15 pcm
Tenor sax	JP042	£15 pcm	Euphonium Bb	JP174	£20 pcm
Sopranino	JP146	£20 pcm	French horn (single) Bb	JP161	£12 pcm
Soprano sax	JP043	£20 pcm	French horn (single) F	JP162	£12 pcm
Oboe	JP181	£40 pcm	Tuba (Mini Eb)	JP077	£45 pcm
Oboe	JP081 (simple)	£20 pcm			

These are our preferred hire instruments. However, instruments supplied may vary according to availability. Monthly hire charge includes VAT, insurance and maintenance. Prices and specifications subject to change without notice or obligation. E. & O. E.

** Does not include damage caused by negligence, misuse or abuse. Carriage costs are not included

*** For security purposes, we require that you are a credit/debit cardholder and that you provide two forms of current identification

More terms and conditions apply. See hire forms for full details

Call 01823 282386 for full details and an application form

Why Choose Us?



Our reputation is for putting our customers' needs first

We will only supply quality, workshop tested instruments

Our price includes quality, advice and support

We are totally independent of any manufacturer or distributor and only stock instruments that meet our exacting criteria

Our sales staff consists solely of experienced players and technicians to offer friendly, expert and independent advice

Our on-site workshops allow us to offer the customer the complete service

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