



# INVESTING IN QUALITY

## A REPAIRERS PERSPECTIVE

by Sun Hellerud

A talk on the value of manufacture, materials, maintenance and design of student instruments.

# INTRODUCTION

## SUN HELLERUD

- Professional repairer and educator for the instrument repair trade
- Repairing for nearly 15 years
- Newark School of Musical Instrument Crafts
- Woodwind and Brass Repair
- Repair education
- SH Music Workshop in Reading, Berks
- National and international work



# WHAT DO WE WANT FROM A STUDENT INSTRUMENT?



- **Free blowing** - Low resistance and ease of play
- **Tuning** - Player can obtain consistent tuning with ease and train their ear
- **Ergonomics** - Physical freedom around the instrument
- **Economical** - Taking into account both the initial cost but also the long term maintenance and repairs needed

# DURABILITY OF MATERIALS



- Low compression or warping
- High stability and materials with a long life
- If the materials are deteriorating too quickly the instrument will have to be adjusted more frequently
- The difference in costs between 5 minutes and 30 minutes when working with large samples

# YAMAHA 280 SAXOPHONE REGULATION



Confidential

# A BUDGET MODEL SAXOPHONE



A more expensive repair

Confidential

# WHERE WILL YOU CHOOSE TO INVEST?



- The initial investment, the cost of the instrument
- **Investing in training of staff** working on consistent instruments will save on out of house repairs
- **The mechanism being more accessible** means your staff can be trained consistently and do more jobs themselves
- **Good maintenance practices** for the players using teaching materials and instructors
- **Spare parts support** - Easy to access parts and support, even after the end of line of manufacture

# HOW TO BEST MAINTAIN WOODWIND INSTRUMENTS



## MAINTENANCE FOR INSTRUMENTS IN STORAGE

- **Going into storage dry** - Swabbing, allowing to air dry, drying pads
- **Store in stable conditions** - The biggest “killer” is high humidity and temperature fluctuation
- **Professional check over when coming out of storage** - Dry wood, leather and skin can break when played after storage

# HOW TO BEST MAINTAIN WOODWIND INSTRUMENTS



## MAINTENANCE FOR INSTRUMENTS IN ACTIVE PLAY

- The Instrument needs to be pulled through with a dry clean swab after play
- Use the appropriate swap
- Clean swabs regularly, particularly when the player has been ill
- Wipe down the outside of the Instrument to hinder corrosion of the finish
- Any actively played instrument should be assessed by a professional repairer every 12-18 months

# INVESTMENT IN QUALITY

- **Easy blowing** - stability of set up
- **Investment over time** - Initial cost versus long term savings
- **Investment of staff training** - In house maintenance and early support for players through accessories and information
- Investment in quality is not just about the bottom line

The joy of playing is more easily obtained on an instrument that is well manufactured and well maintained.



**YAMAHA**

*Make Waves*