



K & S MUSIC



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LABOR RATES AND MSRP/SUPPLY HOUSE PARTS DISCOUNTS

CAPE MAY COUNTY ONLY

Woodwind Instruments	Labor Charge \$ <u>75.00</u> /half hour	% Discount off parts: <u>10%</u>
	Labor Charge \$ <u>150.00</u> /hour	
Brass Instruments	Labor Charge \$ <u>75.00</u> /half hour	% Discount off parts: <u>10%</u>
	Labor Charge \$ <u>150.00</u> /hour	
Stringed Instruments	Labor Charge \$ <u>75.00</u> /half hour	% Discount off parts: <u>10%</u>
	Labor Charge \$ <u>150.00</u> /hour	
Percussion Instruments	Labor Charge \$ <u>87.50</u> /half hour	% Discount off parts: <u>10%</u>
	Labor Charge \$ <u>175.00</u> /hour	

LABOR RATES AND MSRP/SUPPLY HOUSE PARTS DISCOUNTS

WARREN COUNTY ONLY

Woodwind Instruments	Labor Charge \$ <u>27.48</u> /half hour	% Discount off parts: <u>10%</u>
	Labor Charge \$ <u>54.95</u> /hour	
Brass Instruments	Labor Charge \$ <u>27.48</u> /half hour	% Discount off parts: <u>10%</u>
	Labor Charge \$ <u>54.95</u> /hour	
Stringed Instruments	Labor Charge \$ <u>27.48</u> /half hour	% Discount off parts: <u>10%</u>
	Labor Charge \$ <u>54.95</u> /hour	
Percussion Instruments	Labor Charge \$ <u>37.50</u> /half hour	% Discount off parts: <u>10%</u>
	Labor Charge \$ <u>75.00</u> /hour	

PRICING INCLUDES ALL SHIPPING, PICK UP AND DELIVERY.

7 DAYS TURNAROUND TIME UNLESS A DIFFERENT TIME FRAME IS AGREED UPON BETWEEN VENDOR AND MEMBER BEFORE ANY WORK COMMENCES.

MEMBERS MAY PURCHASE A PERFORMANCE BOND AT \$30.00 PER \$1,000.00.

VENDOR OFFERS COMPLIMENTARY CLINICS TO MEMBERS WHO UTILIZE THEIR SERVICES. PLEASE CONTACT THEM FOR DETAILS.

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WOODWIND INSTRUMENT INDIVIDUAL PRICING - CAPE MAY AND WARREN COUNTIES ONLY		
INSTRUMENT	JOB DESCRIPTION	PRICE
Clarinet (Plastic)	Replace One Pad	\$29.95
	Replace Mouthpiece and Tenon Cork	\$29.95
	Key Soldering	\$59.95
	Complete Regulation	\$69.95
Alto Clarinet	Replace One Pad	\$35.95
	Replace Mouthpiece or Tenon Cork	\$35.95
	Key Soldering	\$59.95
	Complete Regulation	\$69.95
Bass Clarinet	Replace One Pad	\$37.95
	Replace Mouthpiece or Tenon Cork	\$37.95
	Key Soldering	\$69.95
	Complete Regulation	\$98.95
Flute (Closed Hole)	Key Soldering	\$59.95
	Tuning Cork Replacement	\$19.95
	Replace One Pad	\$29.95
	Complete Regulation	\$69.95
Flute (Open Hole)	Key Soldering	\$59.95
	Tuning Cork Replacement	\$19.95
	Replace One Pad	\$29.95
	Complete Regulation	\$99.95
Piccolo	Key Soldering	\$55.95
	Tuning Cork Replacement	\$19.95
	Replace One Pad	\$25.95
	Complete Regulation	\$69.95
Oboe (Modified)	Replace One Pad	\$29.95
	Replace Tenon Cork	\$29.95
	Complete Regulation	\$85.00
Oboe (Full)	Replace One Pad	\$29.95
	Replace Tenon Cork	\$29.95
	Complete Regulation	\$99.95
Bassoon	Seal Boot	\$65.95
	Tenon Cork	\$42.95
	Restrung Tenon	\$52.95
	Complete Regulation	\$169.95
Alto Sax	Replace One Pad	\$25.95
	Replace Neck Cork	\$25.95
	Key Soldering	\$65.95
	Solder Brace, Post, & Key Guard	\$55.95
	Complete Regulation	\$119.00
Baritone Sax	Replace One Pad	\$29.95
	Replace Neck Cork	\$29.95
	Key Soldering	\$69.95
	Solder Brace, Post, & Key Guard	\$60.00
	Complete Regulation	\$149.00
Tenor Sax	Replace One Pad	\$29.95
	Replace Neck Cork	\$29.95
	Key Soldering	\$75.95
	Solder Brace, Post, & Key Guard	\$65.95
	Complete Regulation	\$169.00

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 7 DAYS TURNAROUND TIME. MEMBERS MAY PURCHASE A PERFORMANCE BOND AT \$30.00 PER \$1,000.00.**

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WOODWIND INSTRUMENT JOB REPAIR PRICING - CAPE MAY AND WARREN COUNTIES ONLY

WORK LEVEL	DESCRIPTION OF WORK
JOB 1	Complete Regulation, up to 4 pads replaced, up to 2 tenon corks or 1 neck cork, or 1 head joint cork. Key system oiled, mouthpiece cleaned, and case vacuumed.
JOB 2	Complete Regulation, up to 8 pads replaced, up to 3 tenon corks or 1 neck cork, or 1 head joint cork. Key system oiled, mouthpiece cleaned, and case vacuumed.
JOB 3	Complete Regulation, up to 12 pads replaced, up to 4 tenon corks or 1 neck cork, or 1 head joint cork. Key system oiled, mouthpiece cleaned, and case vacuumed.
JOB 4	Repad: Instrument is disassembled, keys and body are washed, and metal parts are chemically cleaned. Minor accessible dents removed. All key corks, pads, tenon corks, neck corks, and head joint corks are replaced. Instrument is reassembled, regulated, and lubricated. Wooden bodies are oiled.
JOB 5	Overhaul: All work included with a re-pad plus polishing of keys, posts, and flute bodies.

INSTRUMENT TYPE	JOB 1	JOB 2	JOB 3	JOB 4	JOB 5
CLARINET (Plastic)	\$49.95-\$79.95	\$59.95-\$99.95	\$79.95-\$119.00	\$199.00-\$295.00	\$225.00-\$325.00
CLARINET (Wood)	\$59.95-\$89.95	\$69.95-\$109.95	\$89.95-\$129.00	\$199.00-\$319.00	\$275.00-\$375.00
ALTO CLARINET	\$62.50-\$95.95	\$72.50-\$115.00	\$89.95-\$120.00	\$395.00-\$495.00	\$425.00-\$500.00
BASS CLARINET	\$79.95-\$119.00	\$89.95-\$129.95	\$99.95-\$139.95	\$500.00-\$595.00	\$495.00-\$625.00
FLUTE (Closed Hole)	\$49.95-\$89.95	\$59.95-\$109.95	\$69.95-\$129.95	\$175.00-\$249.00	\$199.00-\$295.00
FLUTE (Open Hole)	\$109.00-\$119.00	\$119.00-\$139.00	\$129.00-\$150.00	\$350.00-\$550.00	\$475.00-\$600.00
PICCOLO	\$109.00-\$129.00	\$119.00-\$149.00	\$125.00-\$159.00	\$199.00-\$249.00	\$225.00-\$375.00
OBOE (Modified)	\$95.00-\$129.00	\$105.00-\$145.00	\$125.00-\$165.00	\$395.00-\$550.00	\$550.00-\$695.00
OBOE (Full)	\$110.00-\$145.00	\$119.00-\$165.00	\$125.00-\$185.00	\$425.00-\$575.00	\$565.00-\$719.00
ALTO SAX	\$119.00-\$149.00	\$129.00-\$159.00	\$139.00-\$169.00	\$425.00-\$700.00	\$600.00-\$700.00
TENOR SAX	\$75.00-\$95.00	\$85.00-\$149.00	\$95.00-\$175.00	\$595.00-\$750.00	\$675.00-\$750.00
SOPRANO SAX	\$69.95-\$89.50	\$79.95-\$119.00	\$89.95-\$129.00	\$450.00-\$600.00	\$550.00-\$650.00
BARITONE SAX	\$75.95-\$150.00	\$85.95-\$175.00	\$99.95-\$195.00	\$875.00-\$975.00	\$1,050.00-\$1,100.00
BASSOON	\$140.00-\$160.00	\$150.00-\$185.00	\$160.00-\$195.00	\$750.00-\$1,000.00	\$995.00-\$1,095.00

PRICING INCLUDES ALL PARTS, SHIPPING, PICK UP AND DELIVERY.

PRICES SHOWN ARE THE MINIMUM TO MAXIMUM CHARGES ALLOWED PER JOB. THE VENDOR AND MEMBER SHOULD BE IN AGREEMENT OF ANY JOB PRICING BEFORE WORK IS STARTED.

7 DAYS TURNAROUND TIME. MEMBERS MAY PURCHASE A PERFORMANCE BOND AT \$30.00 PER \$1,000.00.

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BRASS INDIVIDUAL REPAIR PRICING - CAPE MAY AND WARREN COUNTIES ONLY		
INSTRUMENT	JOB DESCRIPTION	PRICE
Trumpet & Cornet	Chemical Clean	\$145.00
	Soft Solder Brace	\$65.00
	Pull Frozen Slide	\$55.00
	Piston Work (Per Piston)	\$95.00
	Free Valve	\$85.00
	Replace Water Key	\$45.00
	Silver Chemical Clean w/ Polish	\$145.00
Trombone	Slide Alignment w/ Cleaning	\$85.00
	Chemical Clean	\$175.00
	Silver Chemical Clean w/ Polish	\$175.00
Trombone F Attachment	Slide Alignment w/ Cleaning	\$95.00
	Chemical Clean	\$175.00
	Silver Chemical Clean w/ Polish	\$175.00
Bass Trombone	Slide Alignment w/ Cleaning	\$95.00
	Chemical Clean	\$175.00
	Silver Chemical Clean w/ Polish	\$175.00
Baritone/Alto Horn	Chemical Clean	\$115.00
	Free Valve	\$95.00
	Pull Frozen Slide (s)	\$65.00
	Silver Chemical Clean w/ Polish	\$115.00
Single French Horn	Re-String & Regulate Rotor	\$125.00
	Single Horn Chemical Clean	\$125.00
	Free Rotary Valve	\$75.00
	Pull Frozen Slide (s)	\$65.00
	Soft Solder Brace	\$65.00
	Silver Chemical Clean w/ Polish	\$125.00
Double French Horn	Re-String & Regulate Rotor	\$145.00
	Single Horn Chemical Clean	\$125.00
	Free Rotary Valve	\$75.00
	Pull Frozen Slide (s)	\$65.00
	Soft Solder Brace	\$65.00
	Silver Chemical Clean w/ Polish	\$125.00
Tuba/Sousaphone	Chemical Clean	\$150.00
	Free Tuning slide	\$45.00
	Free Valve	\$95.00
	4 Valve Chemical Clean	\$150.00
	Silver Chemical Clean w/ Polish	\$150.00
	Nest Only Chemical Clean	\$150.00
	4 Valve Nest Only Chemical Clean	\$150.00
	Piston Valve Repair	\$75.00
Euphonium	Chemical Clean	\$135.00
	Silver Chemical Clean w/ Polish	\$135.00
Marching Brass	Chemical Clean	\$135.00
	Silver Chemical Clean w/ Polish	\$135.00
Rotary Tuba	Chemical Clean	\$185.00
	4 Valve Chemical Clean	\$185.00
	Silver Chemical Clean w/ Polish	\$185.00
	Nest Only Chemical Clean	\$150.00
	4 Valve Nest Only Chemical Clean	\$150.00
	Valve Repair	\$125.00

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BRASS INSTRUMENT JOB REPAIR PRICING - CAPE MAY AND WARREN COUNTIES ONLY

WORK LEVEL	DESCRIPTION OF WORK			
JOB 1 (LACQUER OR SILVER)	Minor valve problems, up to 2 solder joints, up to 2 frozen slides removed, and all necessary regulations.			
JOB 2 (LACQUER OR SILVER)	Chemically cleaned, minor valve problems, frozen slides removed, up to 3 solder joints all necessary regulations, and minor accessible dents. (Minor hand slide alignment for Trombone)			
JOB 3 (LACQUER ONLY)	(Trombone only) Inner and outer slide tubes chemically cleaned, dents removed, straightened and aligned.			
INSTRUMENT TYPE	SUB TYPE	JOB 1	JOB 2	JOB 3
Trumpet & Cornet	Lacquer	\$45.00-\$95.00	\$55.00-\$115.00	N/A
	Silver	\$45.00-\$95.00	\$55.00-\$115.00	N/A
Trombone	Lacquer	\$45.00-\$105.00	\$55.00-\$125.00	\$59.95-\$119.00
	Silver	\$45.00-\$105.00	\$55.00-\$125.00	N/A
Trombone F Attachment	Lacquer	\$45.00-\$120.00	\$55.00-\$130.00	\$59.95-\$130.00
	Silver	\$45.00-\$120.00	\$55.00-\$130.00	N/A
Bass Trombone	Lacquer	\$45.00-\$125.00	\$55.00-\$135.00	\$59.95-\$135.00
	Silver	\$45.00-\$125.00	\$55.00-\$135.00	N/A
Baritone/Alto Horn	Lacquer	\$45.00-\$135.00	\$45.00-\$145.00	N/A
	Silver	\$45.00-\$135.00	\$45.00-\$145.00	N/A
Single French Horn	Lacquer	\$45.00-\$150.00	\$45.00-\$160.00	N/A
	Silver	\$45.00-\$150.00	\$45.00-\$160.00	N/A
Double French Horn	Lacquer	\$45.00-\$155.00	\$45.00-\$160.00	N/A
	Silver	\$45.00-\$155.00	\$45.00-\$160.00	N/A
Tuba/Sousaphone	Lacquer	\$90.00-\$180.00	\$90.00-\$195.00	N/A
	Silver	\$90.00-\$180.00	\$90.00-\$195.00	N/A

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WORK LEVEL		DESCRIPTION OF WORK		
JOB 1 (LACQUER OR SILVER)		Minor valve problems, up to 2 solder joints, up to 2 frozen slides removed, and all necessary regulations.		
JOB 2 (LACQUER OR SILVER)		Chemically cleaned, minor valve problems, frozen slides removed, up to 3 solder joints all necessary regulations, and minor accessible dents. (Minor hand slide alignment for Trombone)		
JOB 3 (LACQUER ONLY)		(Trombone only) Inner and outer slide tubes chemically cleaned, dents removed, straightened and aligned.		
INSTRUMENT TYPE	SUB TYPE	JOB 1	JOB 2	JOB 3
Euphonium	Lacquer	\$45.00-\$135.00	\$45.00-\$145.00	N/A
	Silver	\$45.00-\$135.00	\$45.00-\$145.00	N/A
Marching Brass	Lacquer	\$45.00-\$135.00	\$45.00-\$135.00	N/A
	Silver	\$45.00-\$135.00	\$45.00-\$135.00	N/A
Rotary Tuba	Lacquer	\$95.00-\$205.00	\$95.00-\$215.00	N/A
	Silver	NO AWARD	NO AWARD	N/A

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K & S MUSIC**STRING INSTRUMENT INDIVIDUAL PRICING - CAPE MAY AND WARREN COUNTIES ONLY**

JOB DESCRIPTION	VIOLIN PRICE	VIOLA PRICE	CELLO PRICE	BASS PRICE
Bridge Replacement	\$45.00	\$50.00	\$120.00	\$160.00
Student Bridge Replacement	\$40.00	\$45.00	\$90.00	\$120.00
Sound Post Replacement	\$16.00	\$18.00	\$22.00	\$35.00
Sound Post Re-Set	\$8.00	\$8.00	\$10.00	\$15.00
Saddle Replacement	\$45.00	\$50.00	\$65.00	\$75.00
Nut Replacement	\$35.00	\$40.00	\$60.00	\$100.00
Tail Gut	\$7.00	\$8.00	\$15.00	\$20.00
Ebony Tailpiece Replace	\$15.00	\$18.00	\$45.00	\$80.00
End Button Ebony	\$8.00	\$8.00	N/A	N/A
End Button Hardwood	\$7.00	\$7.00	N/A	N/A
Standard End Pin Assembly (Hardwood)	N/A	N/A	\$35.00	\$40.00
Standard End Pin Assembly (Ebony)	N/A	N/A	\$45.00	\$60.00
Fingerboard Re-glue	\$25.00	\$30.00	\$45.00	\$60.00
Ebony Peg Replacement Set	\$80.00	\$96.00	\$120.00	N/A
Peg Replacement (Each)	\$20.00	\$24.00	\$30.00	N/A
String Replacement	\$8.00	\$11.00	\$19.00	\$34.00
Bow Rehair (Horse Hair)	\$30.00	\$32.00	\$46.00	\$58.00
Bow Rehair (Glasser Bows Only)	\$30.00	\$32.00	\$46.00	\$58.00
Tip Replacement (Plastic)	\$45.00	\$45.00	\$47.00	\$50.00
Tip Replacement (Bone)	NO AWARD	NO AWARD	NO AWARD	NO AWARD
Leather Pad	\$50.00	\$52.00	\$56.00	\$60.00
Wire Wrap	\$50.00	\$52.00	\$56.00	\$60.00
Bow Screw with Eyelet	\$14.00	\$14.00	\$18.00	\$40.00
Bow Frog Full Lined	\$90.00	\$100.00	\$120.00	\$150.00
Bow Frog Half Lined	\$32.00	\$35.00	\$40.00	\$70.00

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STRING INSTRUMENT JOB REPAIR PRICING - CAPE MAY AND WARREN COUNTIES ONLY

WORK LEVEL	DESCRIPTION OF WORK
JOB 1	(BODY) General PC Clean, check and adjust pegs and sound post, Check bridge fit and height, Check seams and fingerboard. (BOW) Re-hair bow, Adjust frog and eyelet.
JOB 2	(BODY) GPC plus, Bridge replacement, Fit bridge feet to top of instrument, Cut top for proper string height, Shape to proper arc for best playability. (BOW) Re-hair bow, Adjust frog and eyelet, Heat treat to correct camber and straightness.
JOB 3	(BODY) GPC plus, Bridge replacement plus, Replacement of strings. (D'Addario Prelude student level strings), Check all aspects of end pin, tuning, and tail piece. (BOW) Repair wire wrap, Install leather thumb grip ONLY.
JOB 4	(BODY) GPC plus, Bridge replacement plus, Replacement of strings. (D'Addario Prelude student level strings) plus, Check all aspects of end pin, tuning, and tail piece. (BOW) Re-hair bow, Adjust frog and eyelet, Heat treat to correct camber and straightness, Repair wire wrap, Install leather thumb grip.

INSTRUMENT TYPE	SUB TYPE	JOB 1	JOB 2	JOB 3	JOB 4
BASS	BODY	\$99.00-\$249.00	\$125.00-\$275.00	\$130.00-\$295.00	\$149.00-\$295.00
	BOW	\$60.00-\$120.00	\$75.00-\$120.00	\$120.00	\$120.00
CELLO	BODY	\$90.00-\$195.00	\$120.00-\$225.00	\$120.00-\$250.00	\$120.00-\$250.00
	BOW	\$50.00-\$70.00	\$65.00-\$85.00	\$70.00-\$99.50	\$70.00-\$125.00
VIOLIN/VIOLA	BODY	\$45.00-\$90.00	\$75.00-\$125.00	\$75.00-\$150.00	\$75.00-\$175.00
	BOW	\$30.00-\$45.00	\$30.00-\$75.00	\$50.00	\$125.00-\$195.00

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