

## Select your finest: For the first-class music stores 选择最好的，为了您一流的事业

### Yamaha Grand Piano Mark up this Fall !!

We have received news that Yamaha will conduct model change in October to all their contemporary new grand pianos and to increase both their retail and wholesale prices. New model names in Japan will be "C3X, C5X, etc." and the price will also rise. To avoid this price increase, orders in Japan have increased dramatically for new Yamaha Grand pianos which in result are causing delivery postponements. At Takemoto, we support the idea that more customers will prefer purchasing used models over the new grand pianos which underwent model change.

### YAMAHA 三角钢琴将于今年秋天更改价格!!

今年秋天，YAMAHA 公司三角钢琴的全部型号将会有所变更，零售·批发的价格将会全面的上调。日本国内的型号名为「C3X, C5X ect」的三角钢琴进入市场的同时，价格将开始上调。在日本国内得到这个情报时，目前市场上流动的型号，或者是价格偏低的型号的订单激增，导致了供货的延迟。同样，二手三角钢琴的需求量也受到了影响、竹本钢琴为您考虑到：

「订购二手三角钢琴的客户必定会激增，而为了保证前来琴行寻购二手钢琴的客户不会流失，您目前是否也要留意一下二手钢琴的在库情况了呢！？」

### Be careful of pianos with fake/reused JUPA sticker!!

From July of 2010, all pianos stocked at Takemoto's warehouse are inspected by JUPA certified staffs, and they apply JUPA stickers only to genuine Japanese pianos as a certificate. We recently received a report from JUPA saying that they had found a non-certified piano with possible reuse of JUPA sticker. Currently JUPA is considering a solution to avoid further infringements.

Please contact directly at <http://www.jupa.or.jp> for further inquiries regarding JUPA.

### 注意假货/请注意 JUPA 标签重贴假货

从 2010 年 7 月以后，竹本钢琴的产品在出口之前，全由日本二手钢琴协会（JUPA）认定的鉴定师检查后，证明是原装二手钢琴才会贴于认可标签。最近我们接到报告有人把认可标签撕下，贴在其他没有认可的钢琴上。日本二手钢琴协会也为了防止假冒原装的二手钢琴，正在商讨方法。

有关 JUPA 的咨询，请发邮件到 <http://www.jupa.or.jp>

### Ms TAKAHASHI from Sales dept. completed tuning & regulation course!!

To improve customer service, all sales representatives study "tuning and regulation" with JUPA certified tuner every day. In August, Ms Takahashi completed this course. Our sales representatives are making every effort to meet our customers' expectations.



## Kahori Takahashi

### 祝贺海外营业部的高桥在钢琴调律调整学校毕业

为了可以给与客户提供最优质最全面的服务，海外营业部的全体成员都在为了取得 JUPA 认定的调律师而着，在 8 月份，海外营业部的成员高桥，以优秀的成绩毕业。今后也会有更多的成员陆续毕业。如果您对钢琴有任何的疑问，请一定要让我们帮助您解决，为了得到客户的笑容，竹本钢琴海外营业部的全体成员，会不断的努力。

### Customer visiting Takemoto in August

3rd: Korea / 11th: China /  
16th: China(new) / 27th: Singapore /  
30th: New Zealand

Thank you very much for your visit!  
More many visitors will be expected  
in September and October!

### 8 月份来本公司访问的客户情况

3 日 韩国 / 11 日 中国 /  
13 日 中国(新) / 27 日 新加坡 /  
30 日 新西兰

在这炎热的天气，我们对您的远道而来表示  
衷心的感谢

9 月，10 月将会有来自沢山的客户到访。

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