

the
MUSIQ
group

Piano Leasing for Venues

An opportunity to acquire best-of-breed pianos without the need for capital investment





Musiq Group's Steinway Model D piano on lease at Ulverston Parish Church

INTRODUCTION

Musiq Group is the UK's only dedicated leased piano provider to Concert Halls, Wedding Venues, Music Festivals, Village Halls, Hotels, Recording Studios, Places of Worship, and any other venue.

As venues seek to diversify and ensure their offering is sustainable, they are often asked to supply a piano for events, concerts and recordings.

With Musiq's leasing services, you can bring one, or several pianos to your location for immediate use at a fraction of the yearly expenditure of purchase. The capital outlay for a new piano is rising all the time, but you can lease from Musiq Group and include servicing, maintenance and our expert service and advice, ensuring a fixed cost of ownership and long-term flexibility.

Many venues that we work with opt to lease a permanent piano from Musiq Group for their venue to ensure a piano is always ready on site as an upsell for any occasion and drive significant extra revenue.

A well-managed single leased piano or number of pianos offers the following benefits.....

- Reducing capital outlay whilst providing fixed costs.
- Ensures that your pianos are always of the highest artistic quality for performances at your venue.
- Resolves the issue of today's needs versus available budget.
- Make best-of-breed pianos affordable, accessible, and available.
- Empowers commercial professionals to focus on upsell opportunities and drive extra revenue.
- Guarantees future sustainability and flexibility.

financial benefits of leasing

Piano leasing is becoming an increasingly popular solution for many commercial and charitable venues to the financial benefits associated with leasing. With the continued ongoing strain on operating budgets leasing offers an easier way to obtain immediate access to a new piano.

WHY PIANO LEASING:



Immediate access to a high-quality piano

Acquire immediate access to a high-quality piano as opposed to being restricted by cash availability.



Improved use of resources

Without the need for large up-front payment to purchase a piano, this frees up resources for use elsewhere.



Tax efficient and balance sheet friendly

Lease rentals are treated as an operating expense and the lease is not recorded as a balance sheet debt.



Pay for pianos as you use them

Venues pay most costs monthly over time as they work (employees, maintenance, utilities etc.), why not treat pianos the same way.



Reduces the risk of ownership

Spread the cost of the equipment over its useful life and build in a natural upgrade path and combat obsolescence.

WHY MUSIQ GROUP:



Musiq Group is the UK's only dedicated leased piano provider

We provide pianos to so many venues across the UK. Amongst our client base is the Hippodrome Casino, Haycock Manor Hotel, Halle Concerts Society, St Peter's Anglian Church, Ulverston International Music Festival, Empire Casino Leicester Square, Salvation Music Studios, Olby's Creative Hub, Salisbury Medieval Hall, Performance Preparation Academy and Petworth Festival to name but a few.



Musiq Group fully operates the lease....not a third-party finance company

Unlike other leasing providers the lease is with Musiq Group and not a finance company. Therefore, your entire relationship is with us.



Musiq Group provides the option to include tuning and servicing

A tuning and/or maintenance solution can be included in your lease contract from just one to several pianos to suit you. Our technicians have hundreds of years of experience between them and are highly adept at understanding the demands of commercial venue use.

leasing vs. purchase

Our piano leasing service provides commercial and charitable venues with an alternative option to finding large capital expenditure to acquire new pianos. Leasing offers a fixed long-term annual cost over a desired term as opposed to the need for capital expenditures to acquire pianos.

Piano leasing enables “off balance-sheet” ways to gain immediate access from just one to any number of new pianos. This helps to keep debt-to-equity and leverage ratios low in institutions where unexpected capital expenditure is often required.

Our piano leasing service is designed to fit within operational budgets and can also include tuning and servicing costs if desired.

EXAMPLES FOR LEASING VS. PURCHASE - UPRIGHT PIANO

Kawai K-400 Upright
Purchase Price:

RRP £9,000



Yamaha U3S Upright
Purchase Price:

RRP £14,400



EXAMPLES FOR LEASING VS. PURCHASE - GRAND PIANO

Yamaha C3X Grand
Purchase Price:

RRP £36,347



Steinway Model B Grand
Purchase Price:

RRP £125,715



Note: The rates above are indicative examples and based on a minimum length lease term. All rates shown are subject to VAT. Whilst we provide these as a guide, individual institutions always benefit from free consultancy and advice to find the best solution.

leasing rates - new pianos

Musiq is brand agnostic and is fully able to provide all brands and models of new pianos to meet the client's particular preference. Below is an example of the most popular makes and models of pianos we lease to our venue clients. The monthly indicative leasing rate shown applies to the most cost effective make and model within the brand examples.

Baby Grand SIZE: 5' 1"	MONTHLY LEASING RATES FROM £150 Brand Examples: Yamaha GB1, Kawai GL-10 , Yamaha C1, Bechstein 167, Steinway S and similar
Parlour Grand SIZE: 6' 1"	MONTHLY LEASING RATES FROM £245 Brand Examples: Yamaha C3, Kawai GX-3, Bosendorfer 185, Bechstein P192, Steinway A and similar
Grand SIZE: 6' 11"	MONTHLY LEASING RATES FROM £595 Brand Examples: Yamaha S6, Bosendorfer 214, Fazioli 212, Bechstein 212, Steinway B and similar
Concert Grand SIZE: 8' 11"	MONTHLY LEASING RATES FROM £995 Brand Examples: Yamaha CFX, Bosendorfer 280, Fazioli 278, Bechstein D282, Steinway D and similar

upright pianos

MODEL	Yamaha B1 or similar	Yamaha U1 or similar	Yamaha U3 or similar
MONTHLY LEASING RATES FROM	£75	£125	£135

Note: The rates above are indicative examples and based on a minimum length lease term. All rates are subject to VAT. Whilst we provide these as a guide, individual institutions always benefit from free consultancy and advice to find the best solution.

frequently asked questions

Is there an option to lease just one piano? _____

Absolutely. Every client we work with is equally important to us, so whether your need is simply one high quality ex-lease piano from stock through to several new pianos, we would be delighted to assist.

Is there an additional cost for delivery? _____

No, we provide free delivery for all leased pianos.

Is a deposit required for piano leasing? _____

No, a deposit is not required for piano leasing. The only payments are the lease rentals over your desired frequency from monthly, termly, quarterly, semi-annual or annual.

Can you relocate/remove our existing pianos? _____

Yes, after agreeing the supply of new pianos, Musiq can offer our services to remove/relocate any existing pianos.

What about tuning and maintenance? _____

Yes, we can build a tuning and/or maintenance solution into your lease for just one, or any number of pianos to suit you. Our technicians have hundreds of years of experience between them and have all worked in commercial environments.

Can you provide finance to purchase pianos? _____

Yes, alongside operational piano leasing services to the commercial and charitable sectors Musiq can also provide finance lease options if desired.



"We are very pleased with our Yamaha C3 leased from Musiq Group. It's been challenged on numerous occasions and has performed admirably. Every pianist, including some well-established professionals, have reported most favorably."

Salisbury Medieval Hall

"We're very grateful to Musiq Group for the lease price and your support of Dartington Summer School - thank you personally for your help and clarity on all matters relating to the lease."



Dartington Summer School



"We are enjoying having such a wonderful resource in the town, it is being used by the church and wider community, and has enabled us to put on a series of concerts this autumn. Thank you so much to Musiq Group for making this possible."

Ulverston Music Festival

what our clients say

leasing rates - ex-lease pianos

Due to our ongoing and extensive renewal programme of pianos at our client schools and venues, Musiq always holds a large stock of ex-lease pianos immediately available for re-lease. All pianos are fully maintained, serviced, and, where necessary, rebuilt to the very highest of standards. These pianos can also form a part or the whole of your solution.

*Ex-lease
Baby
Grand*

SIZE:
5' 1"

MONTHLY LEASING RATES FROM £125

Recently available ex-lease pianos:

Steinway Model O, Yamaha C1, Kawai GM10,
Yamaha GB1 and Steinway Model M

*Ex-lease
Parlour
Grand*

SIZE:
6' 1"

MONTHLY LEASING RATES FROM £175

Recently available ex-lease pianos:

Steinway Model A, Bechstein A190,
Yamaha C3 and Kawai RX-2

*Ex-lease
Grand*

SIZE:
6' 11"

MONTHLY LEASING RATES FROM £425

Recently available ex-lease pianos:

Steinway Model B, Yamaha S6, Fazioli 212,
Bosendorfer 214 and Steinway Model C

*Ex-lease
Concert Grand*

SIZE:
8' 11"

MONTHLY LEASING RATES FROM £750

Recently available ex-lease pianos:

Steinway Model D, Yamaha CFX and
Bosendorfer 280

upright pianos

MODEL	Yamaha B1 or similar	Yamaha U1 or similar	Yamaha U3 or similar
MONTHLY LEASING RATES FROM	£65	£85	£95

Note: The rates above are indicative examples and based on a minimum length lease term. All rates shown exclude VAT.
Whilst we provide these as a guide, individual institutions always benefit from free consultancy and advice to find the best solution.

other services

Piano “Event Hire” for Venues

Musiq Group is the UK’s only specialist company dedicated purely to Piano Hire for all types of events across the UK.

We supply pianos for event hire to commercial and charitable venues nationwide and support this with logistics and piano tuning.

We have a fleet of over 50 pianos dedicated to event hire for the commercial sector. A selection of our hire fleet includes.....

GRAND PIANOS

Steinway Model D
Steinway Model C
Steinway Model B
Bosendorfer 214
Fazioli F212
Yamaha C5
Yamaha C3
Kawai RX-2
Yamaha C1
Yamaha GB1

UPRIGHT PIANOS

Bechstein B124
Hoffman T128
Yamaha U3
Yamaha U1
Kawai KX-10
Yamaha P121
Kawai CX-5H
Yamaha C110A
Kemble CB12
Kawai CS-9T

DIGITAL PIANOS

Yamaha N3X
Yamaha CLP695
Casio AP470
Roland FP90
Yamaha P125
Roland FP50
Yamaha P45
Roland FP30
Yamaha NI
Yamaha YDP-145

A small selection of venue clients we are proud to provide “event hire” piano services to:



Every venue client we work with is equally important to us, so whether your need is just a digital keyboard for a small event through to a full-size grand for a concert, we are here to ensure you have the piano you need.



Musiq Group's Yamaha U1 piano on lease at Halle Concerts Society

Above all, Musiq is about delivering the best results from the outset and dynamically every day thereafter: visibly when you need us, invisibly when you don't.

Every client we work with is equally important to us, so whether your need is simply one high quality piano from stock or a fleet of new instruments, we would be delighted to hear from you.

A small selection of venue clients we are proud to lease pianos to:

—EMPIRE—
CASINO



Salisbury
Medieval
Hall



HALLÉ
CONCERTS
SOCIETY

H | HAYCOCK
MANOR HOTEL



PLEASE CONTACT OUR EXPERT TEAM

01227 637670

OR EMAIL

office@musiqgroup.co.uk

FOR MORE INFORMATION ABOUT MUSIQ GROUP VISIT

www.musiqgroup.co.uk