

# 如何选购二手钢琴

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# 这些观念是对的吗？

- 新琴比旧琴好
- Yamaha比Kawai好
- U3比U1好， UX比U好
- 30, 40年的琴太老了不能买
- 租琴比买琴省钱
- Gray market 的琴不能碰
- 先给孩子买电钢， 再买真钢琴
- 团购新钢琴质量好而且省钱
- 日本产的琴比中国产和美国产的质量好

# Why二手钢琴

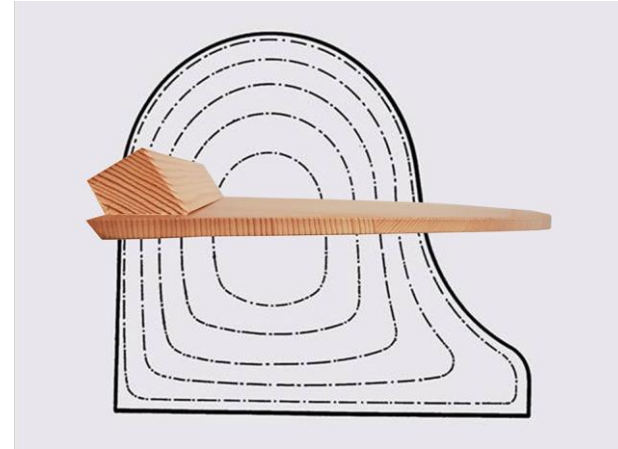
- ✓ 琴源丰富
- ✓ 价格相对便宜
- ✓ Made in Japan/Europe
- ✓ Resell Value 保值
- ✓ 容易出手

# 需要关注的 Condition



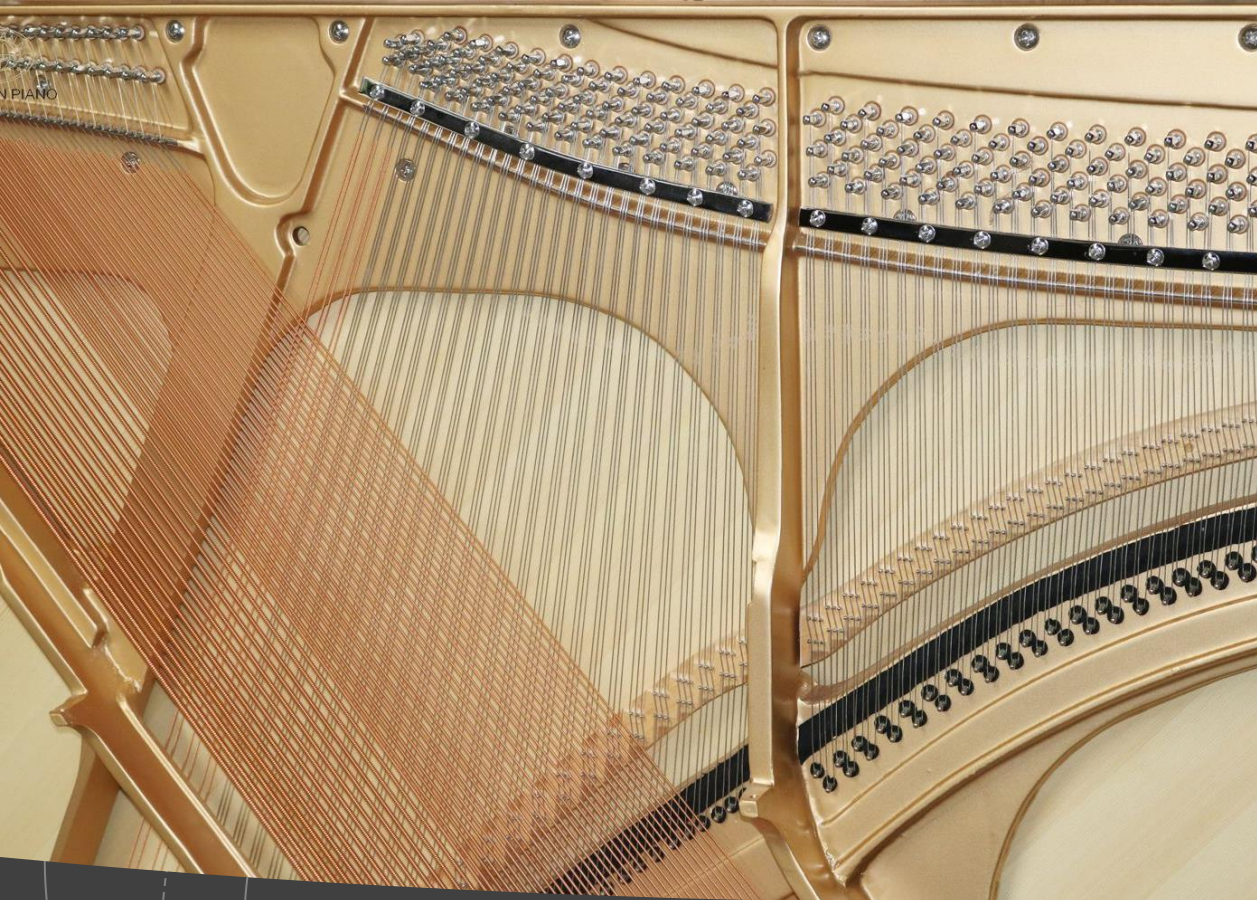


# Sound Board音板/Back Posts 背柱



- ✓ Alaska White Spruce
- ✓ Crack检查, 手电法
- ✓ 3/4/5/6 back posts
- ✓ Tapered vs flat
- ✓ Sound quality vs. Durability(Strength)





## Strings 琴弦

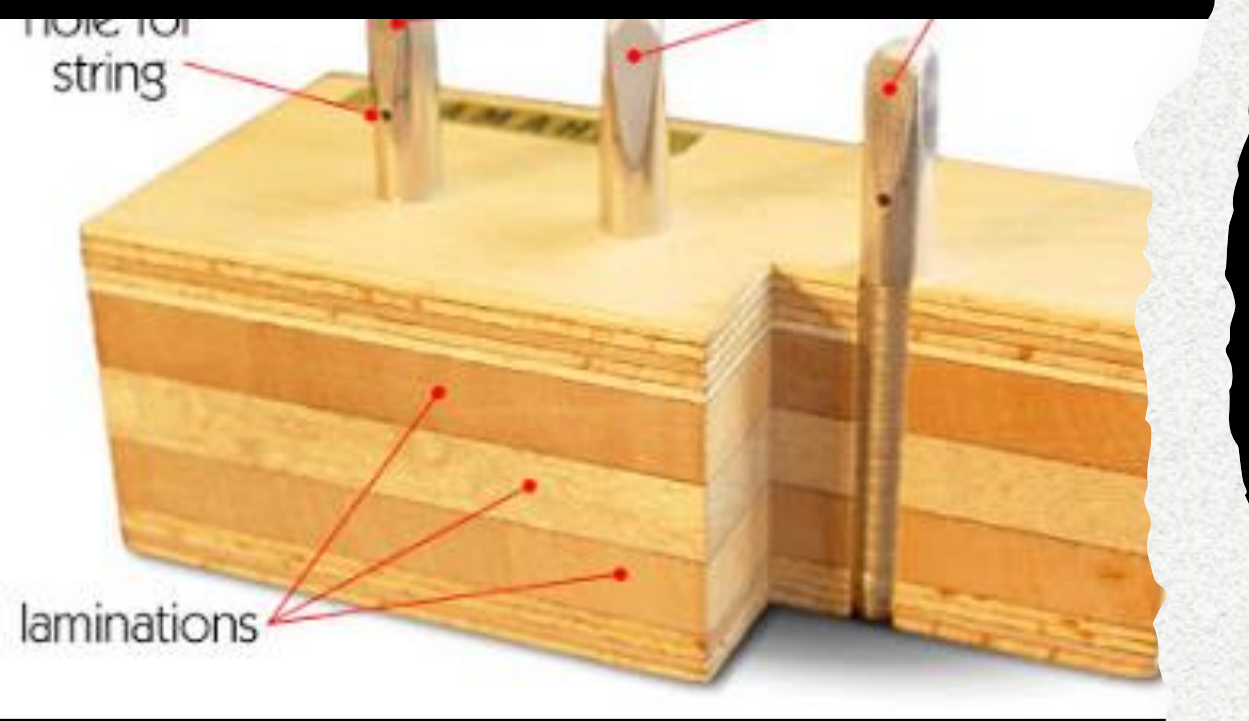
- 色泽, 生锈
- 灰尘, 泛音/哑音
- 更换
- 压弦条 Pressure Bar vs. Agraffe
- 桥码 Bridge

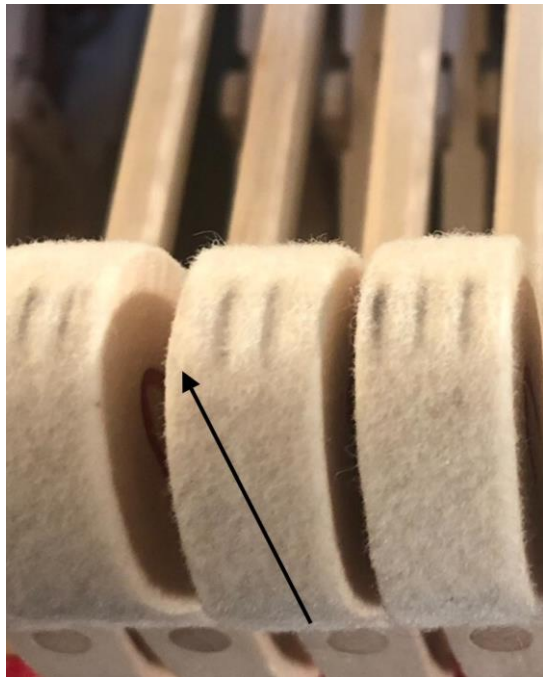
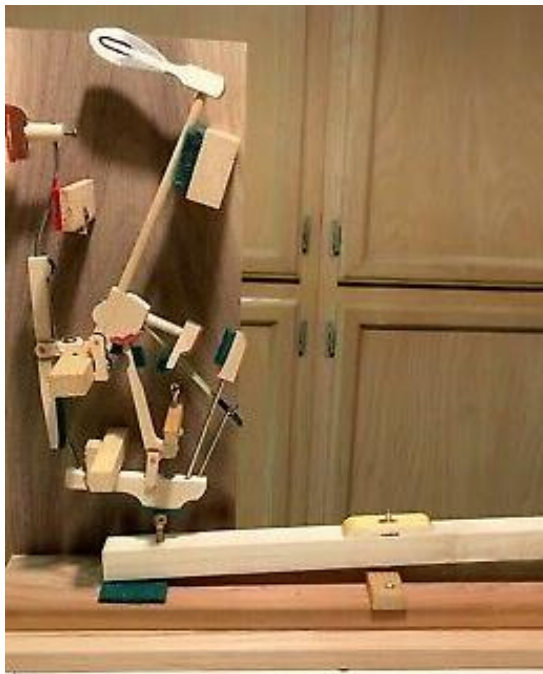




# Tuning Pins 调音钉

- 松紧
- 颜色
- 测试





## Action 击弦机

- 打击槌: indentation, voicing
- 控制带: 灰x 白v
- Flange Spring loop Cord 棕x 绿v 白v
- 弹簧
- 胡桃木 vs. Synthetic






# Keys 琴键/Sound 声音/手感

- 逐个检查
- 手感
- 哑音/嗡嗡声/金属音
- 高度/松动/间距/颜色
- 中低音之间的Break
- 快速并轻柔弹奏实验
- 轻/重各弹一遍 Dynamic Range
- 测试低音区/高音区的清晰度





# 外观

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- 手电法
- 侧面和后面
- 谱架螺丝
- 底部四角
- 配套琴凳



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# FAQ

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1. Yamaha vs Kawai
2. 合理的价格区间
3. Recondition
4. Gray Market
5. Resell Value
6. 搬运
7. 调音
8. 保养
9. 电钢琴
10. 团购
11. Dealer
12. Craigslist
13. More ...

# Dealer VS. 私人

## Dealer

### Pro

- 大多做过Recondition 质量有保障证
- 免费运输、调音、保修

### Con

- 价格较高
- 存在以次充好, 序列号作假

## 私人

### Pro

- 相对便宜可以砍价
- 琴源丰富

### Con

- 需要找专业人士帮忙选择
- 历史不明
- 自费运输和调音

# Yamaha vs. Kawai 品牌对比

## WHY Yamaha

- 质量80-100年
- 品牌价值，工艺卓越
- 声音明亮
- 10年Resell Value 不跌反涨
- 黄金年代：1973-1988
- Serial No: T / U / J

## WHY Kawai

- 良心+专注
- 高稳定性，持续研发，新材料专利
- 超高性价比
- 音质温暖，饱满，触感舒适
- 连续创新K/BL/BS/NS/GX...



# Yamaha vs. Kawai 工艺对比

	Yamaha	Kawai
Action 设计	少量使用合成材料 琴键stick较短	Millennium III Action with ABS-Carbon 容易保养, 反应更快, 低音区准确 琴键长1-3cm, 提高控制能力
音板设计	仅高端CF系列和S系列采用 tapered soundboard 锥形音板	基本上全线采用锥形音板 提高调音承受力, 延音能力, 声音动态更丰富
Scale 设计	较短的String, 更高的张力 更明亮的声音, 尤其是中音区域	较长的string, 较低的张力, 配合锥形音板 更稳的低音区和高音区, 丰富的声音层次



# 关于Recondition

- ✓ 由dealer/technician完成
- ✓ 大约30-40年做一次
- ✓ 人工和时间成本
- ✓ 零件少，价格高
- ✓ 零部件翻新或更换  
Stings/pins/control  
cord/Bushing/Hammer/Regulation
- ✓ 外表修复打磨

# 日本二手琴分级

Grade		BDY Body	KEY Key	PIN Tuning Pin	ACT Action	SDB Sound Board
AA	Superior Renewal condition	Whole body is repainted. Metallic parts are shined.	Replaced to new parts.	Shined.	Each felt are cleaned or replaced.	Repainted.
A	Polish condition	Whole body is buffed up. Metallic parts are shined.	Buffed. Key front is replaced if necessary.	Shined.	Cleaned up.	Cleand up.
BB		A few scratches or /and small dents.	A few scratches and discolored.	Under 10% rust.	A little dirt on felts and inside.	A little dirt.
B	Original(as is) condition	Many scratches or /and small dents.	Some keys are cracked.	Under 20% rust.	Some dirt on felts and inside.	Some dirt.
C		Many scratches or/ and small dents.	Some keys are chipperd.	Under 50% rust.	Some parts need to be repaired.	A few cracks or/ and scratch.
D		Inferlor	Scratches, dents, peeled and serious damaged on surface.	Some keys are damaged.	Wholly rust.	Many parts need to be exchanged.



# 琴源/选琴/教学



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