

## INVESTING PRUDENTLY IN VIOLINS

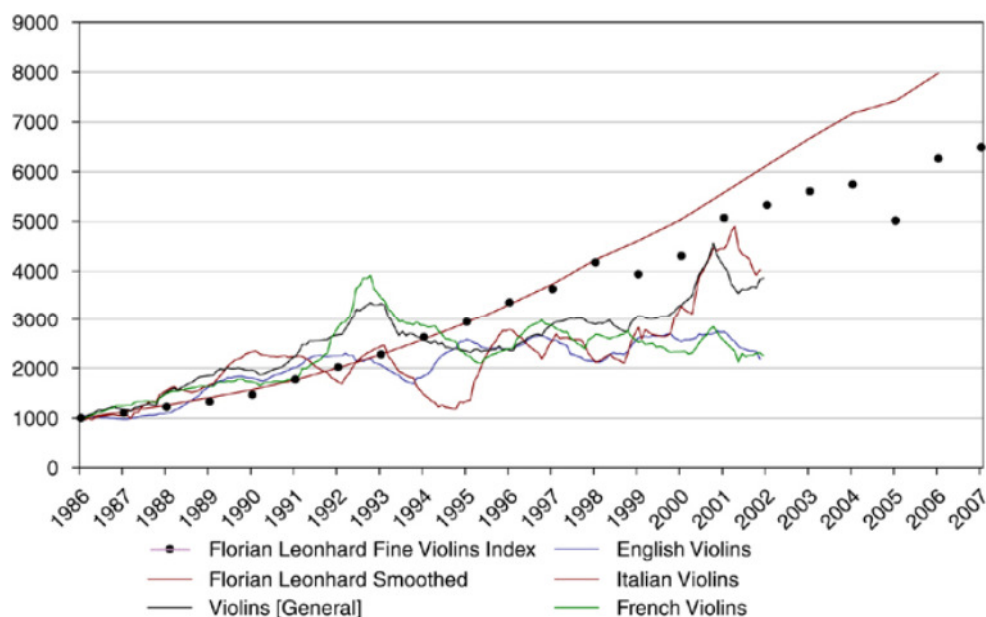
**The demand for old string instruments has been rising strongly.**

### The price of 18<sup>th</sup> century string instruments

Investment wise they are judged similarly as paintings of art. Their price increases with age and especially if made by a famous name. Do note the sound of the instrument goes into the equation only marginally. Many old instruments cannot be played any more, but they are still expensive. The fact that some of the old instruments produce a fabulous sound is just an additional factor boosting its price but not the deciding one.

### String instruments – a fabulous investment to balance one’s portfolio

Over the past decades the price index of these instruments did not correlate with the stock markets making them an ideal candidate of hedging against stock market downturns thereby protecting one’s savings.



### Demand by highly qualified musicians is growing fast

Especially in Europe, USA and some of the other countries where string playing is well developed people are accustomed to this mature sound. Therefore a string player is also judged by the quality of sound he produces. To win an audition or to successfully perform in concert he must have the best sounding instrument possible. As a consequence every professional string player tries to get an old instrument, or if he cannot afford one, he tries to loan one from a collection. However there are just not enough old instruments to fill the demand. The answer is to manufacture instruments with the same sound quality as 18<sup>th</sup> century instruments.

Some of the most famous instruments are in possession of large collections, e.g. Bundesrepublik Deutschland, Musée de la Musique, Nippon Music Foundation, Österreichische Nationalbank, Royal Academy of Music, Russian State Collection, The Chi Mei Collection (Taipei) and The Rin Kei Mei Collection (Singapore).

## **Can one copy antique string instruments?**

Copying has been done again and again. An exact physical copy will produce an instrument with balanced resonance. But this alone will not produce a mature sound, because the wood must have similar physical properties as the original. Therefore both a balanced resonance body and aged tone wood are needed to produce a mature sound.

## **What exactly is a “mature” sound?**

Musically speaking instruments made from very old wood have a focused warm sound on their e-string as compared to those built from recent wood. The later will produce a sharp and biting sound without any undertones. If one plays them next to each other even the laymen notices the difference, the second will hurt in the ear.

## **When is wood really of age?**

Wood may dry out after 10 - 20 years, but it does not age in this time. Aging requires 100 - 150 years and more. Then the wood begins to change its physical properties giving the instrument the tonal qualities we so desire.

## **Is it possible to artificially produce aged wood?**

Yes, provided the procedure of aging is well understood. Isis Concert Group has researched this process for over a decade. Today we are expert in this field having invested heavily into this mechanism. We carefully monitor the change of physical properties of the wood moving from “new” to “aged” over several months. Finally we measure each raw component through acoustic frequency analysis to guarantee the ideal amount of aging before it goes to the luthier for construction of another precious instrument.

For Theory of Aging of tone wood refer to: <http://www.isis-concert-group.com/docs/Tonewood.pdf>

## **Do instruments built from artificially aged wood really sound as good as 18<sup>th</sup> century?**

For many professional violinists, Stradivaris represent the epitome of instrument perfection. As [The New York Times writes](#), "Sure, there are excellent modern violins, but convention has it that the sound of a \$50,000 modern instrument cannot compare to the magic of a Stradivarius worth millions." But according to a new study, these old classics might be a bit over-hyped. Professional violinists, the study found, cannot tell the sound of an old violin from a new one, and many actually prefer the sound of the new over the old. In the new study, researchers blindfolded 10 professional violinists and asked them to play 12 different violins, evenly split between new and old models and including five Strads, [the New Scientist says](#).

## What is the investment potential?

Here is a typical real-life example of a high grade violin made from artificially aged wood that was built in 2008 with a face value of € 17,500. It was selling in 2013 for € 35,000 having doubled in only five years. The reason for this increase is the final maturing process, which happens during playing of the instrument (breaking in).

If you want to be part of this great opportunity give us a call. We can advise you how to protect your savings through wisely investing in string instruments. All instruments come with a guarantee on material and sound.

Dr. Tom Frinta  
Management



**ISIS CONCERT GROUP**

a division of Isis & Partners, LLC. (Delaware)

land line +63(2)5321029

mobile lines +639177153023, +491705471966

mail [info@isis-concert-group.com](mailto:info@isis-concert-group.com)

facebook <https://www.facebook.com/groups/194323064437/>

skype tom.frinta

web [www.isis-concert-group.com](http://www.isis-concert-group.com)