

# Atelier Chikudo



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**Prices 2020**

# Information about pricing

**When searching about shakuhachi flutes, the matter of prices is quite surprising.**

From cheap plastic shakuhachi priced about 40 € up to several thousands euro flutes... !

It is then difficult to understand what makes the value of a shakuhachi and how can a bamboo flute be so expensive.

**Despite it's simple or even rough appearance, the traditional method of making shakuhachi flutes require high skills, a lot of time and years of experience and studies.**

First of all, the base material isn't easy to obtain and represents already a cost in work or money. Most of the makers living in urban areas need to buy well selected and cured bamboo from suppliers (a good piece pricing between 100 and 200 €). Even with access to a big madake bamboo forest, it's still not easy to find the good pieces fulfilling all the requirements in terms of shape, size, age, node repartition...

The making process then is very complex because the bore (inner tube) is unregular and needs a lot of precise adjustments to achieve a good well balanced and tuned instrument; it is very rare to find a piece of bamboo with the perfect bore design. This work is purely empirical and needs to be done with prudence and at a slow pace.

## Price criteria

The acoustical qualities of a shakuhachi are of course essential. The tuning, power, tone colour and general balance of the instrument are it's main qualities. But there are also a number of rather aesthetical criterias that are counting (especially in Japan) and even sometimes prevailing on the acoustical ones. For instance, the type of bamboo used, its number of nodes (ideally 7) and their repartition, the shape or curve of the bamboo, the weight and aspect of the root end...

Some finishings can also raise the value of a shakuhachi such as rattan bindings, the use of expensive material like ivory, silver or gold. The Japanese lacquer *Urushi* is also an expensive and delicate material to work with.

The reputation of the maker is also very important. There are some high ranking shakuhachi like the stradivarius in the violin world.

## My personal pricing policy

Over the years, my prices have raised as the quality of my work improved. I came up with fixed prices for the beginner's shakuhachi made from straight bamboo poles and want to keep affordable prices for beginners.

As for traditional shakuhachi, their quality is always improving as their prices will do. I rely on the feedbacks I get from professional players or makers and my teacher to value my work.

The overall quality of my instruments has improved over the last years but my prices were kept untouched. Since over a year, the feedbacks I could get from my master, other professional makers I've met in Japan or shakuhachi events and several professional players pushed me to a re-evaluation of my prices in 2020 for both making and repairing to be in accordance with the quality of my work, my involvement in the study of shakuhachi and its making and the recognition I get from professionals.

Here are those new prices for 2020.

# Gakusei Shakuhachi

## student model

### Characteristics :

- Straight bamboo pole without roots
- Kinko inlay at *utaguchi*
- 2 bindings
- Black *urushi* lacquer

### Price :

from **180** to **250 €**

*(depending on key)*

Option : Complete preventive bindings (+50€)

# Fuke Shakuhachi

## Edo-style ji-nashi

### Characteristics :

- *Ji-nashi* shakuhachi in the ancient style of *Edo* period
- Root end or 'ground-cut' bamboo
- *Myoan* style *utaguchi* inlay in deer horn
- *Neri Bengara* dark red *urushi*

### Price :

from **300** to **600 €**

# Hochiku - 法竹

## 'Dharma bamboo'

### Characteristics :

- Long and wide bore *Ji-nashi* in the style of *Watasumi-do*
- Natural bamboo bore
- No inlay at *utaguchi*
- No lacquer

### Prix :

from **300** to **600 €**

Option : *Neri Bengara* dark red *urushi* lacquer (+80€)

## Ji-nashi Shakuhachi

### Characteristics :

- Roots-end bamboo
- *Kinko* inlay at *utaguchi*
- bore designed without 'ji' plaster
- Black *urushi* lacquer

### Price :

Three grades :

\* : 200 to 400 €

\*\* : 400 to 600 €

\*\*\* : > 600 €

### Options :

Japanese *madake* bamboo : + 100 to 150 € ( Depending on bamboo qualities )

Ji-mori (some 'ji' is added at critical points for better balance) : + 100 €

## Ji-Ari Shakuhachi

### Characteristics :

- Two pieces shakuhachi (*nakatsugi-kan*)
- Bore designed with 'ji' plaster for optimal resonance
- *Kinko* inlay with silver
- reinforced rattan rings at joint parts
- *Shu-no-moto* bright red *urushi* lacquer

### Price :

French bamboo :

**800 to 1200 €**

Japanese *madake* bamboo :

**1000 to 1500 €**

### Options :

Stainless steel rings + rattan or cherry tree bark : + 60 €

Brazed silver rings + rattan, cherry tree bark or *urushi* artwork : + 120 €

# Repairs

*Any price quote for restoring a shakuhachi can be done only after expertise and complete testing of the instrument. The prices above should then be considered as indicative. I am able to give the final price only with the shakuhachi in my hands.*

## Cracks repairing

- External bindings : **20 €** / binding
- Inlaid bindings : **35 €** / binding
- Inlaid bindings with rattan finishing : **50 €** / binding
  
- Inlaid silver pledges : **35 €** / pledge  
(for cracks between roots only)

## Utaguchi repairing

- Utaguchi inlay repair : **10 to 40 €**
- Utaguchi inlay replacement : **70 €**  
(+ urushi lacquer)

## Nakatsugi joint repairing

- Loose joint refurbishing : 50 to 80 €
- Rings repair/replacement :
  - Rattan : **30 to 60 €**
  - Stainless steel rings : **40 to 70 €**
  - Silver rings : **50 to 120 €**

## Work on the bore

- Filling gaps or chips in the : **70 to 150 €**
- Bore enhancement : **100 to 200 €**

## Work on tuning

- Modification on tone-holes : **20 to 50 €**
- Modification of overall tuning : **50 à 150 €**

*Every repairing and restoring work includes a one year guarantee*