

Vienna 2nd of June 2014

Dear business partners,

*Your invitation to the exclusive Yamaha B&O pro custom dealer meeting, Vienna Austria*

*- 26th & 27th June 2014*



The launch of Yamaha's CSGIII high end custom clarinet in 2011 marked one of the most significant moments in the company's B&O instrument history; a moment that was to redefine Yamaha's reputation on concert platforms throughout the world. CSGIII has been attracting so many world top level players since then. In 2012, 2013 to mark our 125th anniversary, Yamaha is proud to unveil the new professional flute and new generation Xeno trumpet.

We are glad to announce that we'll hold "Yamaha Pro custom dealer meeting 2014" from 26<sup>th</sup> to 27<sup>th</sup> of June 2014 in Vienna Austria. We plan to have many Professional and custom range B&O instruments, including New Xeno trumpet, professional flute and CSGIII clarinet. All product line will be presented in detail by Yamaha artist and product specialist. Taking this opportunity we would like to invite you to this event. We believe that it will be helpful for our further relationship development.

## ***Date & Schedule ( Tentative )***

### 26<sup>th</sup> June 2014

Please check in Rainers hotel before 12:15. Bus will start from the hotel at 12:30.

We will welcome you with light lunch prior to our presentation at the venue.

- 13:00 Welcome reception
- 13:30 Opening presentation
- 14:00 Xeno trumpet product presentation
- 15:30 Custom clarinet product presentation
- 17:00 Professional and Handmade flute product presentation
- 18:30 Marketing and sales strategy
- 19:20 Closing
- 19:30 Bus start to restaurant
- 20:00 Dinner start

### 27<sup>th</sup> June 2014

- 9:00 Bus start from Hotel to Universität für Musik und darstellende Kunst/ Wien
- 9:30 University tour
- 10:00 Professional and Custom saxophone product presentation
- 11:00 Wrap up and QA session, Closing
- 11:30 Bus start to hotel
- 12:00 Bus arrive at hotel, Approx end

### Artists

Trumpet

Philippe Schartz

Principal Trumpet of the BBC National Orchestra of Wales



Clarinet

Jan Hejhal

Assistant Principal Clarinet of The National Theatre Orchestra Prague



Flute

Karolina Santl Zupan

Flute professor at both Ljubljana Academy of Music



Saxophone

Oto Vrhovnik

Professor for classical saxophone at the Universität für Musik und darstellende Kunst in Wien



***Event location***

Venue:

Yamaha Music Europe GmbH Austria office "Yamaha hall"  
Schleiergasse 20, 1100 Wien

Dinner restaurant:

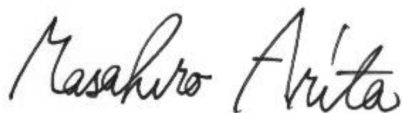
Augustinerkeller Wien  
Augustinerstraße 1, 1010 Wien

Hotel:

Rainers hotel Vienna  
Gudrunstrasse 184, A-1100 Wien

Should you have any questions or concerns please contact our sales representative in your area.  
We are looking forward to see you in Vienna.

Yours sincerely

A handwritten signature in black ink that reads "Masahiro Arita". The signature is written in a cursive, flowing style.

Masahiro Arita  
Marketing and sales manager  
Yamaha Music Europe GmbH Central Eastern Europe office