



RL Music Advisory Services Guide

Expertise for Every Stage of a Collection

When a lifetime of music becomes a collection, knowing where to begin is where we can help.

1. Introduction

RL Music's Advisory Services have been created to help musicians, enthusiasts, collectors, and families navigate the often complex task of managing vintage instruments.

Whether you own a handful of cherished synths or an entire studio archive, our approach combines deep technical knowledge, market experience, and an appreciation for the emotional and historical value that instruments carry.

Every collection tells a story — our role is to help you preserve, understand, and, when the time comes, plan its next chapter.

2. The Consultation Process

Each engagement begins with a structured consultation — conducted either remotely or on-site by appointment.

Stage 1 – Initial Consultation

We begin by understanding your collection, objectives, timescales, and preferred outcomes.

Stage 2 – Review & Proposal

Following the consultation, we provide a written outline of recommended next steps — from cataloguing and valuation through to long-term planning.

Stage 3 – Delivery

Work is carried out according to your goals, with documentation and reporting provided in your preferred format.

Stage 4 – Ongoing Support

For clients wishing to maintain active oversight of their collection, we offer periodic reviews and updates to valuations or catalogues.

3. Levels of Service

To suit the diverse range of collections and circumstances we encounter, RL Music offers three broad service levels. All engagements are tailored individually and can be expanded as required.

Foundation Service

Ideal for modest or emerging collections.

Focuses on initial cataloguing, documentation, and condition assessment.

Comprehensive Service

For medium to large collections requiring detailed valuation, provenance research, and structured record-keeping.

Includes optional on-site visits and photographic documentation.

Premium Service

A bespoke, full-scope engagement including valuation schedules, archival-grade cataloguing, restoration guidance, and optional facilitation of future sale or donation.

Intended for high-value, legacy, or estate-level collections.

Every collection is unique — these tiers simply provide a framework to begin the conversation.

4. Areas of Expertise

- Analogue & digital synthesizers
- Studio electronics and effects
- Rare keyboards and electromechanical instruments
- Historic recording and monitoring equipment
- Associated documentation, provenance and artefacts

5. Discretion & Professional Standards

Confidentiality and integrity are central to every project we undertake.

We operate under strict non-disclosure principles and can provide written assurances where required.

Our guidance draws upon more than two decades of experience handling rare and historically significant instruments for private individuals, estates, and institutions worldwide.

6. Case Studies

Case Study 1 – The Private Studio Rationalisation

Background:

A long-time musician and synthesizer enthusiast had accumulated more than thirty vintage instruments over two decades. With a growing sense of overwhelm and limited space, he sought clarity on what to keep, what to service, and what to release.

Our Approach:

Through an on-site consultation, we catalogued his entire studio, assessing each instrument's condition, originality, and current market relevance. A tiered plan was developed — balancing practical studio use with long-term collection value.

Outcome:

A structured downsizing was achieved without compromise to the client's creative workflow. Several restored pieces were later sold through RL Music's brokerage network, funding future projects while preserving a curated core collection.

Case Study 2 – Estate Collection Management

Background:

A family inherited a substantial collection of vintage keyboards and recording equipment following the passing of a relative who had worked in the music industry. The family sought professional assistance to understand its value and decide on its future.

Our Approach:

RL Music conducted a full inventory and valuation, producing documentation suitable for insurance and estate planning. Each item was photographed and assessed for condition and provenance. Sensitive guidance was provided on the most appropriate pathways for sale, donation, or retention.

Outcome:

The family gained a clear, organised record of the collection, allowing them to make informed decisions. Selected instruments were later placed in the hands of new custodians, while historically significant pieces were retained for personal and sentimental reasons.

Case Study 3 – Institutional Archive Consultation

Background:

A university's music department held a legacy collection of analogue synthesizers and early digital workstations, many of which had fallen into disuse. They sought expertise to catalogue, evaluate, and plan future access to the collection.

Our Approach:

Working in collaboration with the department's technical staff, RL Music provided a structured audit, identifying pieces suitable for restoration and public display, and others to be deaccessioned through controlled sale.

Outcome:

The resulting archive catalogue supported grant funding for preservation and exhibition, giving students and researchers access to a revitalised piece of electronic music history.

Case Study 4 – Remote Collection Consultation

Background:

An overseas client, based in France, owned a mixed collection of vintage and modern synthesizers but lacked a clear understanding of their current market position or long-term preservation needs. Travel constraints made an on-site visit impractical.

Our Approach:

Through a structured remote consultation, supported by photographs, serial records, and live video walkthroughs, RL Music conducted a detailed assessment of the collection. Instruments were categorised by rarity, market demand, and service priority.

Outcome:

The client received a comprehensive digital catalogue and prioritised maintenance plan, enabling him to make informed decisions about restoration, insurance, and potential future sales. The process also demonstrated how RL Music's Advisory Services can operate effectively across borders with the same depth of care and attention to detail.

7. Next Steps

If you would like to discuss your collection, please arrange an initial consultation:

info@rlmusic.co.uk

www.rlmusic.co.uk

Richard Lawson

Founder & Principal Consultant, RL Music

All enquiries are handled personally and in confidence.

RL Music – Expertise • Discretion • Preservation

Consultancy Focus Applied: The Korg PS-3200

Authenticity starts at the source –
understanding original design intent
and sonic DNA.

Complex systems demand
nuanced insight – balancing
technical restoration.



Evaluating provenance and upgrades –
identifying where originality
enhances or diminishes worth.

Playability is preservation –
guidance on sympathetic use
and display for long-term
collection care.