

E SECTION

EASTMAN

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1 — Instruments currently produced in China. Distributed in the U.S. by Eastman Strings.

2 — Eastman Strings was founded by Qian Ni in 1992. Qian came from China to the U.S. to study music, and, at first, started importing violins from his hometown in China. Shortly after this he founded a workshop with several master violinmakers, using old world techniques. Now they produce a wide variety of instruments including guitars, violins, cellos, basses, bows, and other accessories. For models with exposed pickups, refer to the *Blue Book of Electric Guitars*. For more information, visit Eastman's website or contact them directly.

CONTACT INFORMATION

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4 — **ACOUSTIC ARCHTOP**

5 — Eastman produces both flattops and archtops. Archtop models include the Uptown Professional series with models **AR800** (disc. 2006, last MSR was \$1,895), **AR804** (disc. 2009, last MSR was \$1,995), **AR804C** Cutaway (disc. 2009, last MSR was \$2,195), **AR805** (MSR \$1,995), **AR805C** Cutaway (disc. 2009, last MSR was \$2,195), the **AR810** (disc. 2009, last MSR was \$2,095), and the **AR810C** Cutaway (disc. 2009, last MSR was \$2,295). The Uptown Luxury series include the **AR900** (disc. 2006, last MSR was \$2,895), **AR904** (disc. 2009, last MSR was \$2,895), the **AR904C** Cutaway (disc. 2009, last MSR was \$3,095), **AR905** (disc. 2009, last MSR was \$2,995), the **AR905C** Cutaway (disc. 2009, last MSR was \$3,195), the **AR910** (disc. 2006, last MSR was \$3,095), and the **AR910C** Cutaway (disc. 2009, last MSR was \$3,295). The 800/900 series feature oval soundholes. The 804/904 series have a suspended neck over the body. The 805/905 series have f-holes. The 810/910 series have a 17 in. body with i-holes.

In 2004, Jim Fisch started working at Eastman Guitars and after his sudden death in 2006, Eastman introduced a line of guitars named after him in 2007. The Jim Fisch Mahogany Archtop Guitar comes in a variety of configurations. Models include the **AR604** (disc. 2009, last MSR was \$1,695), the **AR604C** Cutaway (disc. 2009, last MSR was \$1,795), the **AR605** (MSR \$1,695), the **AR605C** Cutaway (disc. 2009, last MSR was \$1,795), the **AR610** (MSR \$1,795), and the **AR610C** Cutaway (disc. 2009, last MSR was \$1,895).

ACOUSTIC FLATTOP

Flattop guitars include the Super Jumbo series with models **SJ400** (disc. 2004, last MSR \$950), **SJ600** (disc. 2004, last MSR \$1,250), **SJ600** (disc. 2004, last MSR \$1,650). Standard flattop and flatback acoustic guitars come in a variety of configurations and all models are available in a variety of finishes.

1. **Manufacturer/Trademark Name** - The manufacturer, trademark, brand name, luthier, company, importer, or distributor is listed in uppercase and bold type. These are centered on each page and listed alphabetically throughout the book.

2. **Manufacturer/Trademark Status** - Any information regarding the production status of the manufacturer is listed directly below the manufacturer name. This includes whether instruments are currently or were previously produced, when they were produced, where they were produced, and any distributor and/or importer information.

3. **Manufacturer/Trademark Description** - This area typically describes the history of the manufacturer and/or trademark/brand. If the section is small enough, all following information may be included in this area including model descriptions and pricing.

4. **Category Name** - When a manufacturer/trademark is long enough, the section may be split up into categories. Category names appear in bold uppercase and are centered on each page. Categories are typically broken up into the instruments' primary configuration (Acoustic, Acoustic-Electric, Acoustic Bass, etc.). Categories may also include general information, identification, options, etc.

5. **Category Description** - Some categories may have a description (some categories may only have a description with no models). This description contains information specific to the category.

6. **Contact Information** - On most current manufacturers and a select few previous manufacturers who still are accessible, their contact information will appear in a gray box below the manufacturer name and justified to the right. This used to appear in the Trademark Index at the back of the book, but it is included directly in the text now.

7. **Model Name and Description** - Categories are typically comprised of individual model listings and descriptions. A model name is listed in bold uppercase text, flush left, and they are typically listed alpha-numerically. Manufacturer model designations/codes may appear in parentheses after the model name (i.e. Fender has a number code for every model). A model name is followed by the description, and contains important information specific to the model name. Typically, this includes type of body style/design, wood(s) used, identifying features such as inlays, bridge type, frets (14/20 refers to an instrument with 20 frets, 14 which are clear of the body), tuners, year of mfg., finishes, etc.

8. **Price Lines** - Price lines are typically located directly under a model description. These are used to evaluate the individual model, and price ranges appear in Excellent and Average condition factors. A grading bar appears on the top of all pages that contain at least one price line. Many price lines in the *Blue Book of Acoustic Guitars* include either an instrument's MSR or Notes line (see Grading Line, #9), 100% price, Excellent price range, Average price range, and last MSR (if known). These five areas make up all pricing for the book:

MSR/NOTES	100%	EXCELLENT	AVERAGE	LAST MSR
9 —				
10 — * D-18E Electric – similar to the D-18, except has two single coil exposed DeArmond pickups, a mixing switch, one volume control, and two tone controls, mfg. 1958-59.				
10 —	N/A	\$3,600 - 4,500	\$2,150 - 2,700	
14 — * D-18P – similar to the D-18, except has a slimmer, faster profile high performance neck with a nut width of 1.75 in., mfg. 2011 only.				
13 —	\$2,000	\$1,175 - 1,375	\$775 - 900	\$2,599
13 — This model is different than the earlier D-18P that was produced in the late 1980s and early 1990s.				
7 — D-18S – slope-shouldered dreadnought 12-fret body style, solid spruce top, mahogany back and sides, round soundhole with three-stripe purfling/rosette, five-ply top binding, one-ply back binding with black outer layer, 12/20-fret rosewood fingerboard with pearl dot inlays, slotted headstock with raised gold foil logo, three-per-side open-style chrome tuners, rosewood bridge, black pickguard, available in Natural finish, 25.4 in. scale, available as a Special Order, total production of 1,637 instruments, mfg. 1967-1993.				
8 —	1967-1969	N/A	\$2,800 - 3,500	\$1,675 - 2,100
	1970-1974	N/A	\$2,400 - 3,000	\$1,450 - 1,800
	1975-1979	N/A	\$2,200 - 2,750	\$1,325 - 1,650
	1980-1993	N/A	\$1,725 - 2,150	\$1,025 - 1,300
7 — D-19 – dreadnought body style, solid spruce top, mahogany back and sides, round soundhole with three-stripe (5/9/5 grouping) rosette, five-ply top binding with black outer ring, three-ply back binding, mahogany neck, 14/20-fret rosewood fingerboard with pearl dot inlays, rosewood headstock overlay with logo decal, three-per-side chrome tuners, rosewood bridge, black pickguard, available in Dark Brown finish, 25.4 in. scale, mfg. 1976-1988.				
8 —	N/A	\$1,675 - 2,100	\$1,000 - 1,250	
10 — * D-19M Mahogany – similar to the D-19, except has a mahogany top, mfg. 1980-88.				
8 —	N/A	\$1,475 - 1,850	\$900 - 1,100	
14 — D12-20 12-STRING – 12-string configuration, dreadnought body style, solid spruce top, mahogany back and sides, round soundhole with three-stripe rosette (1/9/1 grouping between 1964 and 1988 and 5/9/5 grouping between 1988 and 1991), five-ply top binding, one-ply back binding with black outer layer, 12/20-fret rosewood fingerboard with pearl dot inlays, slotted headstock, six-per-side chrome tuners with black rings, available in Natural finish, 25.4 in. scale, available as a Special Order, total production of 1,637 instruments, mfg. 1967-1993.				

MSR/Notes: If the model is currently manufactured, and has a factory retail price, the MSR price will appear flush left. If a model justifies more than one price line, the Notes will indicate what features or years of manufacture are represented by the additional price lines. The *Blue Book of Acoustic Guitars* does not display decimal points - all MSR prices that have decimals are rounded to the nearest dollar (i.e. \$666.67 = \$667).

100%: The 100% condition factor (new), when encountered in a currently manufactured guitar, assumes the guitar has not been previously sold at retail and includes a factory warranty. A currently manufactured new instrument must include EVERYTHING the factory originally provided with the instrument – including the case (if originally included), warranty card, instruction manual (if any), hanging tags (if any), etc. If the model is currently or recently manufactured (2010 or later), the value will appear in this column. This is the price a consumer should expect to pay on an instrument, which includes all standard discounting, and usually takes into consideration factory MAP (Minimum Advertised Pricing). Nearly all manufacturers establish retail pricing, but instruments rarely sell for the MSR, and sell closer to the MAP. If the instrument is 2009 or older, or is currently not available for sale, an N/A (Not Applicable) will appear in this field.

Excellent: If the model is in excellent condition, the value range will be displayed in this column. The lowest value in this range represents Low Excellent condition while the higher one represents High Excellent condition. The High Excellent condition factor represents a slightly used instrument that appears new but no longer qualifies for 100% since it has already sold at retail, and may be worth only 50%-90% of its current MSR, depending on

the overall desirability factor. On currently/recently manufactured instruments, there usually is a fairly large price difference between the 100% and High Excellent condition factors due to used instrument pricing, which typically is affected by dealer replacement costs. Refer to the Photo Grading System on pages 25-39 to determine the condition of your instrument. An N/A may also appear in this condition factor indicating the instrument's rarity precludes accurate pricing.

Average: If the model is in average condition, the value range will be displayed in this column. The lowest value in this range represents Low Average condition while the higher one represents High Average condition. Refer to the Photo Grading System on pages 25-39 to determine the condition of your instrument.

Last MSR: Once a model is discontinued, the MSR will be moved to this column. While the last MSR of a model is generally used for historical purposes, it is also useful for determining used values, especially on run-of-the-mill instruments. Many guitar dealers look at the last MSR and base the used value off of that.

9. Grading Line - This acoustic grading line is the typical page header, and provides three distinct column locations (left to right) including the manufacturer's suggested retail (MSR) on currently manufactured instruments (if published). Important notes may also be part of this column, which include year/period of manufacture, identifying features, options, etc. that may result in multiple price lines per model. The wide middle column includes all pertinent new/used evaluating including the 100%/New value, the Excellent value range, and the Average value range. The last column indicates

MSR/NOTES	100%	EXCELLENT	AVERAGE	LAST MSR
10 — * <i>AW70 CE LG Limited Edition</i> – similar to the AW70 LG, except features a single rounded cutaway body, available in Natural Low Gloss finish, mfg. 1998-99.	N/A	\$275 - 325	\$175 - 225	\$599
7 — AW70 (SECOND VERSION) – dreadnought style body, solid Sitka spruce top, sapele back and sides, round soundhole with multi ring rosette, multi-ply black/white body binding, mahogany neck, 14/20-fret bound rosewood fingerboard with pearl dot inlays, bound rosewood headstock overlay with Ibanez and "AW" inlays, three-per-side chrome tuners, rosewood bridge, available in Black or Natural High Gloss finish, 25.5 in. scale, mfg. 2012-present.				
14 — MSR \$375	\$250	\$150 - 190	\$90 - 115	
10 — * <i>AW70ECE Cutaway Electric (Second Version)</i> – similar to the AW70 (Second Version), except has a single smooth cutaway, Ibanez under saddle pickup, and Ibanez SPT Shape Shifter preamp with tuner, available in Black, Natural, or Trans. Blue Sunburst High Gloss finish, mfg. 2012-present.				
8 — MSR \$525	\$350	\$225 - 275	\$135 - 170	
7 — AW100 – dreadnought style body, solid Sitka spruce top, round soundhole, tortoiseshell pickguard, bound body, mahogany back/sides/neck, 14/20-fret rosewood fingerboard with pearl dot inlay, rosewood bridge with white black dot pins, Ibanez/'AW' logo on peghead, chrome hardware, three-per-side die-cast tuners, available in Natural gloss finish, mfg. 1996-98, 2000-06.				
14 —	N/A	\$200 - 250	\$120 - 150	\$500
8 —				
13 — When this model was reintroduced in 2000, Englemann spruce was used.				
10 — * <i>AW100 CE Cutaway Electric</i> – dreadnought style body with single rounded cutaway, solid Sitka spruce top, round soundhole, tortoiseshell pickguard, bound body, mahogany back/sides/neck, 14/20-fret rosewood fingerboard with pearl dot inlay, rosewood bridge with white black dot pins, Ibanez/'AW' logo on peghead, chrome hardware, three-per-side die-cast tuners, Slim Jim pickup, volume/three-band EQ controls, available in Natural gloss finish, mfg. 1996-98, 2000-06.				
14 —	N/A	\$300 - 350	\$175 - 225	\$714
8 —				
12 — • Add 5% for Black gloss finish (Model AW100 CE BK).				
13 — When this model was reintroduced in 2000, Englemann spruce was used.				
11 — * <i>AW100LCE Cutaway Electric Left-Handed</i> – similar to the AW100CE Cutaway Electric except in left-handed configuration, disc. 2006.				
14 —	N/A	\$300 - 375	\$175 - 225	\$757
to AW100, except in 12-string configuration, six-per-side				

the Last MSR whenever applicable. Once a model is discontinued, the MSR will be moved to this column, which is helpful in determining used values.


10. Sub-model Name and Description - Models that have several variations (i.e. 12-string, left-handed, electric, etc.) may be split up into sub-models. In this case, any sub-models would be listed directly below the model. These are displayed in lowercase and italics, are indented more than the model name, and have an asterisk before the model name. All other listings are the same as the model name.

11. Sub-Sub-model Name and Description - Sub-models that have several variations (i.e. 12-string, left-handed, electric, etc.) may be split up into sub-sub-models. In this case, any sub-sub-models would be listed directly below the submodel. These are displayed in lowercase, and are slightly more indented than the sub-model. All other listings are the same as the model name.

12. Model Price Adjustment - Options, special orders, and other value add/subtract items apply to many models. This may include optional finishes, accessories, parts, etc. These price adjustments will be displayed as an add or subtract value to and an amount or a percentage. Actual dollar amounts are typically added on currently or recently manufactured instruments (mostly referring to the current or last MSR of that option) and percentages are used on many vintage instruments. Percentages may also be used

on currently or recently manufactured instruments in certain situations (i.e. A finish option of \$250 on a \$1,000 guitar only applies the amount to the MSR price because an Average condition guitar is only worth \$500 and you can only apply 50% of the finish option to the current value. In other words you can't apply a 100% price to a finish, when the finish devalues along with the entire guitar). There may be several model price adjustments after each model, sub-model, or sub-sub-model.

13. Model Notes - Any additional information pertaining to the model, sub-model, or sub-sub-model description will be displayed last including changes to the model during its production, finish changes, and other information pertinent to the model.

14. Images – The guitar icon  indicates that there is a guitar image or images available for that manufacturer or model on our website that can be accessed at <http://images.bluebookofguitarvalues.com>. Our website is formatted exactly like the book where you select the letter of manufacturer, the manufacturer, category, and model. Go to images.bluebookofguitarvalues.com for more information, or scan this QR code.

