

## IMPORTANT INFORMATION REGARDING INSTRUMENT QUALITY!

Few things are as important to the band program as good quality instruments. The last few years have seen an influx of low quality, imported band instruments moving into our market. The Internet is also full of very undesirable, inferior instruments that may not be useable in the band program. Many of these instruments are of very poor quality, and have little to no quality control. These instruments can quickly lead to loss of interest.

Many of the inferior instruments look just fine on the outside. The inside is another matter! They are often advertised as “director approved” or other positive sounding terms to mislead the buyer. For the sake of your child and the school band program, please avoid the low quality toy-type instruments. Please see your band director or a qualified band instrument dealer before purchasing!

A good quality instrument does come with a higher price tag, but can last a lifetime. These instruments are more durable, and will hold up to the demands of the student through concert and marching band. I hope you appreciate the benefit of a high quality instrument. It will be a huge advantage to your child.

If budget constraints make it difficult for you, we highly recommend a name-brand used instrument, as opposed to a new one of poor quality. Bandland’s Web site has more detailed and unbiased information based on their many years of experience.

~A Quality Instrument Lasts a Lifetime~

For more detailed information regarding what brands are good, what to watch out for, and other helpful tips, view our Website at: [Bandlandmusic.com](http://Bandlandmusic.com)

## NOTES:

### BANDLAND, LLC

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PO Box 590

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(304) 622-1171 - 1-800-640-3023

Fax (304) 622-6384

Email: [info@bandlandmusic.com](mailto:info@bandlandmusic.com)

Website: [www.bandlandmusic.com](http://www.bandlandmusic.com)

#### STORE HOURS:

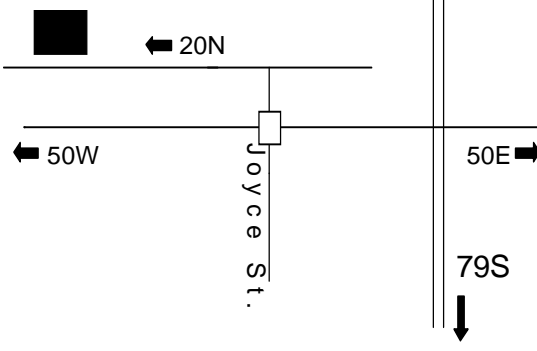
Mon.—Thurs. 9:30-6:30

Fri. 9:30-5:30

Sat. 9:30-2:00

BANDLAND is located 7/10 of a mile from Joyce St. exit on Rt. 20N. Across from Notre Dame High School

#### BANDLAND



# PERFORMANCE LEVEL

# INSTRUMENT RENTAL PROGRAM

## Step-up & Professional Instruments



### ALSO AVAILABLE

### Private Music Lessons at the Bandland Education Center

- Lessons for all age groups & levels
- Lessons on band & orchestral instruments as well as piano, voice, guitar, bass & percussion/drums

Ask a Bandland associate for all the details or get more info online at [bandlandmusic.com](http://bandlandmusic.com)

## FREQUENTLY ASKED QUESTIONS

### **WHAT ARE THE ADVANTAGES TO A STEP-UP OR PROFESSIONAL INSTRUMENT?**

Step-up instruments are made to more exacting and precise standards than student models. They normally have better intonation, enriched tone quality, and a larger sound. They are made of the highest quality materials to produce the best tonal quality and with the least resistance.

### **WHAT ARE THE BENEFITS TO THE BAND?**

Tones are richer with more color, and easier to blend and balance. The instruments also play more in tune with each other. The better quality instruments are a key to most great bands!

### **WHEN SHOULD WE CONSIDER UPGRADING FROM OUR STUDENT MODEL INSTRUMENT?**

For the serious young students or the advancing band student, a step-up or professional instrument is nearly always a good choice and an excellent investment. We generally recommend step-up models as early as 7th grade for the more serious student. We also recommend keeping your student instrument for use in marching band, and to have a second instrument so you can have one at home and one at school.

### **WILL ALL MY RENT APPLY TO THE PURCHASE OF THE INSTRUMENT?**

Yes, ALL of it (except for sales tax).

### **CAN I RENT FOR A WHILE AND LATER PURCHASE THE INSTRUMENT AT A DISCOUNT?**

Yes. You may rent by the month and will still have the opportunity to take an early buyout during the first 12 months of the contract and receive a 30% discount on the unpaid balance. Otherwise, you may rent by the month until all payments are made, at which time you own the instrument.



## **Key Benefits of Bandland's Rent-to-Own Program . . .**

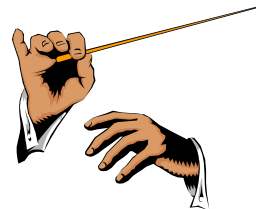
- **All payments apply to price of instrument**
- **Competitive Early Buyout Discount during first 12 months**
- **Only the finest Instruments to help insure the student's success**
- **The best service and support during and after the sale**

## **WHY RENT ???**

**BANDLAND'S Step-Up Rent-to-Own Plan** is excellent for the more serious musician or hobbyist. These instruments are of the highest quality and are built with the finest materials. Professional instruments can last a lifetime and are an excellent investment.

## **Convenient and Competitive!**

**Pay by the month with all payments applying to the price of the instrument.** All rent you pay applies to the total cost of the instrument. If you decide to pay the instrument in full during the first 12 months, you can receive up to a 30% discount on the unpaid balance. This offers you the best of both!



**REMEMBER:**  
**Renewed excitement translates into more practice by the player**

## **Monthly Rental Fee**

Below are price ranges for step-up rentals:

Flutes & Piccolos	\$50.00—\$75.00
Clarinet & Oboes	\$75.00—\$100.00
Alto Sax & Tenor Sax	\$75.00—\$100.00
Trumpets	\$50.00—\$100.00
Trombones	\$75.00—100.00
French Horns	\$75.00—\$175.00
Violins	\$75.00—\$100.00

There is a 4 payment minimum with this plan

## **REQUIREMENTS FOR RENTING AN INSTRUMENT...**

The following will be required from the parent or guardian to rent an instrument from BANDLAND:

- Name / address / phone
- Parent's employment / Income
- Valid Major credit card or Debit card
- Checking account /account number
- Social security number
- Name and phone number of a relative

*A valid major credit card/debit card OR checking account will be recorded for use as funding for future rental payments. Monthly payments are auto-charged as standard procedure. Customers preferring to mail or drop off the payment may do so prior to the due date.*

*There is a 4-payment minimum before the instrument may be returned. Although this rarely happens, you do have a return privilege, providing the instrument is in new/demo condition and the 4 payments have been made and account is current.*