

Instrument Rental Info

Many parents of beginning band students feel overwhelmed by the thought of making a huge purchase on which your student may or may not decide is worthwhile.

For this reason, I highly recommend renting your instrument from the store through a rent-to-own program. This gives you plenty of time to watch how your student takes on this new activity while you make small, productive payments.

Typical Rental Payments by Instrument:

These are rough estimations to give you a general idea...prices may vary slightly!

- **Flutes, Clarinets, Trumpets, and Trombones cost about \$27.50 per month for new (\$25 for used)**
- **Saxophones and French Horns are \$50 per month for new (\$45 for used)**
- **Percussion kits are \$25 per month**
- **Optional - \$7.00 per month available for maintenance and repair coverage and instrument replacement coverage**
- **Euphonium and Tuba players should not rent from the store. Rather, you'll need to purchase a mouthpiece (typically \$35 - \$50) and use a school-owned instrument. (a school-owned rental fee of \$30 will be due before the acquisition deadline).**

Method Book

- **Tradition of Excellence Book 1 (red)**
 - **\$10 purchase for most instruments**
 - **Be sure that the book is for the correct instrument!!!**

Other Materials/Equipment

- **Reeds – clarinet and sax only**
 - **5 Rico start reeds are \$10 for clarinet and \$15 for sax.**
 - **These are beginner reeds - less expensive and more durable than higher quality reeds you'll need later.**
- **Valve oil – brass only - \$3**
- **Percussion only - Drum sticks and mallets (Vic Firth American General SD1)**

Things that are not required but nice to have:

- Music stand for at home practice
- Instrument care kit
- Any other gadgets you see in the store 😊

Purchase options (excluding monthly rentals)

- PASS plan
 - Pay 9 months of rent up front.
 - On this plan, you do not have a monthly payment and you get three months for free.
- Cash sale
 - Before tax, prices are:
 - Flutes, Clarinets, Trumpets, and Trombones
 - \$499.95 for new, \$399.95 for used.
 - Saxophones
 - \$899.95 for new, \$799.95 for used.
 - French Horns
 - \$999.99

Other Options/Add-ons

- Encore package – purchase for \$35.00 (method book, folding stand for home, care kit for instrument)
 - Individual prices...book (\$10), folding stand (\$15), care kit (\$15)
- Advanced mouthpieces – add \$25

Forms of payment

- Cash, check, Visa or MasterCard
- **EVERYONE must have a debit/credit card to do a rental contract. No card, no contract.**

Alternatives to Renting from the Store

Purchasing online or third-party

- I do not recommend this option simply because it is risky. If you decide to purchase rather than renting, please consult with me about pricing, brands, etc.

****BRANDS TO AVOID: ETUDE, FIRST ACT, ALLORA.**

These are priced super low in order to trick you into buying them. They are VERY poorly made; they will fall apart and will not produce a sound like everyone else's instrument.

Renting a school-owned instrument

- A limited number of instruments are owned by the school and can be rented for the school year with one payment
- The vast majority of our school-owned instruments are older, used instruments that have been donated to the school. They are not as high quality as the instruments offered by the store, but can work well especially for first-year students who need more time to prepare for renting or purchasing a nicer instrument.

As always, please don't hesitate to contact me with questions about this process. One of the most important parts of my job is to help you through this first step – let's do our best to ensure that your student is set up for a long, successful band experience through the end of middle school, high school, and beyond!

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