

## IMPORTANT INFORMATION REGARDING INSTRUMENT QUALITY!

Few things are as important to the orchestra program as good quality instruments. The last few years have seen an influx of low quality instruments moving into our market. The Internet is also full of very undesirable, inferior instruments that may not be useable in the string 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 music program, please avoid the low quality, toy-type instruments.

Please see your director or a qualified musical 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. We hope you appreciate the benefit of a high quality instrument. It will be a huge advantage to your child.

All of Bandland’s violins, violas and cellos have a solid spruce top, ebony pegs and fittings, quality bow with horsehair, and a quality hardshell case.

## Key Benefits of Bandland’s Rental Program . . .

- High Quality Instruments to help insure the student’s success
- Build equity toward a future instrument of the same type with each rental payment
- Return instrument anytime providing payments are current (and 2nd required payment has been made)

## WHY RENT ???

**BANDLAND’S Rent-to-Rent Plan** is perfect for parents who would like to rent an excellent quality instrument for their child, but with no risk. It also insures that the child will have a high quality instrument in excellent working condition, which is most important when trying to learn to play. Student may need a 1/4, 1/2, or 3/4 sized instrument. Our plan allows you to trade up as student grows, while you are building equity.

## HOW IT WORKS....

**Violin, Viola, Cello**—70% of each rental payment builds as equity toward the purchase of a future violin.

*Equity only applies to the same family of instrument as you have currently rented. No refund or equity if instrument is returned.*

### Monthly Rental Fee

Violin—\$20.00 (+ sales tax )

Viola—\$25.00 (+ sales tax )

Cello—\$55.00 (+ sales tax ) 4 payment minimum

**NOTE: There is a 2 payment minimum with all rentals. A second payment would be required prior to returning an instrument. Customer may elect to pay 2nd rental payment at time of rental and defer renewal date by one month.**

**Rental fee must be paid at time of rental and is not refundable.**

## 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
- Valid Bank Checking account
- 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 unless payment is received at Bandland before the due date.*

## OTHER OPTIONS...

For cash buyers, or those unable to rent, consider **BANDLAND’S Buyback Plan**.

**The Buyback Plan** is an alternative to the rent-to-own plan, and applies to most new, demo, or used instruments. **With the buyback plan, instead of renting, you buy the instrument in full at the discounted price**, and have 90 days from purchase date to return the instrument and receive back all except: \$60.00 + tax (\$63.60) for Violin, \$75.00 + tax (\$79.50) for Viola, and \$165.00 + tax (\$174.90) for Cello, which is what 3 months of rental would have cost, had you rented the instrument. This is an excellent way to purchase an instrument, and still have a return option. If it works out, you own the instrument at a great price. If it doesn’t work out, you don’t assume the risk!

## AND FINALLY...

We do hope one of these plans will work for you! We want you to have the gift of music. It can last a lifetime!

## FREQUENTLY ASKED QUESTIONS

### **DO ANY OF MY RENTAL PAYMENTS APPLY TO THE PRICE OF THE INSTRUMENT?**

Yes, with the rent-to-own program, you build equity toward the purchase of a future instrument.

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

Yes! This is the beauty of the program. With each rental payment, you are building equity which can be used toward the discounted price of a violin, viola or cello in Bandland's stock.

### **HOW MUCH EQUITY DO I GET?**

For violin: 70% of each rental payment will build as equity toward a future instrument of the same type.

### **WHAT HAPPENS WHEN MY CHILD NEEDS A LARGER INSTRUMENT?**

You may need a larger instrument as your child grows. When it is determined that the student has outgrown the current violin, you bring it back and trade to the larger instrument. This is all included in the plan.

### **WILL I BE LOCKED INTO MONTHLY PAYMENTS?**

No. You are renting by the month and may return instrument at any time, providing that payments are current (and 2nd required payment has been made).

### **I CANNOT AFFORD TO RENT OR PURCHASE AN INSTRUMENT. CAN MY CHILD STILL BE IN THE STRING PROGRAM?**

Please check with your director to see if they know of an instrument that may be available.

For more FAQ'S and specific info about the Rental Program, view BANDLAND'S Web Site at:

**Bandlandmusic.com**

## NOTES:

### **BANDLAND, LLC**

154 E. Pike Street

PO Box 590

Clarksburg, WV 26302-0590

(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**

← 20N

← 50W

Joyce St.

↑  
79N

50E →

79S  
↓

# STUDENT ORCHESTRAL RENTALS



### ***NOW 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)

Revised 110801