

You're joining the Band!

We're ready to partner with you to make your child's band experience a positive one. We are your one source for all things Band. We offer quality instruments and have affordable options to make obtaining the right instrument possible. We fully back every instrument we issue and look forward to working with you as your child launches their musical journey.

Three Options to Obtaining a Quality Instrument

For beginners, we strongly recommend having a RETURN OPTION!

Our two Rental Programs, plans 1 and 2 detailed below, give you the option to return the instrument. A return option gives you the ability to return your rental without obligation should your child switch instruments or opt not to continue, giving you peace of mind until you decide that purchasing your instrument is the right choice. Discounts are available on all our programs. Our Immediate Settlement offers a deeper discount on a straight purchase but without an option to return. All plans can be used with **NEW** or **USED** instruments. Here's how they work:

- 1) **Traditional "Rent-to-Own" Rental Program:** Our most popular option. For a small monthly fee, you can rent your choice of band instrument with an option to buy later. If your child elects to drop out of band or needs to switch to another instrument, you just return the instrument to us and you will be under no further obligation. You can continue making the small monthly rental payments until your instrument is fully paid for or you can pay off your rental agreement early and take a **25% discount off your balance** at the time of settlement.
- 2) **Reverse Rental Program:** This program is for those parents who would like to pay up front and get a "cash discount", yet still retain the option of being able to return their instrument should you need to switch instruments or opt out of band and return the instrument. Under this plan you will receive a **30% discount off the instrument rental price**. If you decide to return your instrument, you will receive a full refund less a prorated "rental fee" based on the length of time that you possessed the instrument.
- 3) **Immediate Settlement:** This is not a rental plan. It is for parents that want a straight "cash price" with no return options. Under this plan you receive a **35% discount off the instrument rental price**. Please remember that this is an "all sales are final" situation with no return options.

2025 Monthly Rent-to-Own Rental Rates

Quality Instruments: Rental Rates shown reflect the standard top-quality Brand Name New & Used instruments your director recommends. We always stand 100% behind every instrument we issue and warrant that it will perform to your Director's standards.

Used Instruments: We normally have used instruments available. Prices and rental rates cascade downward depending on the level. They are first-come, first-served. **Used A's** are gently used and are like new in appearance. **Used B's** have been used longer but are still in solid shape but with more cosmetic wear. We sometimes have **Used C's** that are bargain-priced, but still function properly. If interested, please contact us for availability and price. All Used Instruments are thoroughly cleaned, sanitized, and serviced for good playing condition.

Replacement & Maintenance Coverage (R&M): For an optional small fee, available with all our plans. R&M will cover your child's instrument against theft and cover most repairs. If you do a monthly Rent-to-Own plan, the fee in the chart will be added into your monthly payment which is reflected in the chart. This coverage is highly recommended by all Directors and will give you peace of mind.

Extended Maintenance: Upon the payoff of a rental agreement with an option to purchase, thus transferring ownership of the instrument to the customer, the extended maintenance agreement is initiated. For a monthly fee, Fuller's Music agrees to continue to cover any charges for minor repairs that may be necessary due to normal and routine use of your instrument. This coverage will continue for 48 months unless canceled. This coverage can be cancelled at any time.

Instrument Exchange: For a variety of reasons, your director may recommend the need to switch your student to another instrument. We will be happy to work with you to make sure your child is playing the correct instrument. If you have a plan with a return option, **any instrument exchange made will be allowed full credit from all rental payments made within the first 6 months.** Just contact us if you become aware of this need for your student.

INSTRUMENT	Rent New	Rent Used A*	Rent Used B*	R&M (see above)	TOTAL w/ R&M New	TOTAL w/ R&M Used A	TOTAL w/ R&M Used B
Flute	27	24	22	6	33	30	28
Clarinet **	30	26	22	7	37	33	29
Trumpet/Trombone	37	32	28	7	44	39	35
Alto Sax**	62	52	44	9-10	72	60	52
Tenor Sax**	76	66	55	10-15	91	76	65
Percussion Kit***	21-44	17-40	15-39	6-9	27-53	23-49	21-48

** Some schools require better Sax mouthpieces. Your monthly payment may vary slightly depending on school.

*** Percussion kit requirements vary by school. Verify with your Director first.

All beginning instruments, once reserved are stored and will be delivered directly to your director as per their instructions. If you attend a "Beginner Summer Band Camp", you will receive it there. Otherwise we will deliver directly to your Director at your school after regular classes begin as they instruct.

Setting up your Rental is quick and easy:

- Go to www.FullersMusic.com and click on "Shop Rentals"
- Visit our store at 2310 Trent Rd in New Bern

FULLER'S
MUSIC

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