



Duncan Middle School Bands

601 Chisholm Trail Parkway
(580) 470-8106 x217

Duncan, OK 73533
duncanps.org/msband

Dear Parents,

Now that all students have instrument assignments for band this year, its time to get some instruments. We hope your child is happy with the instrument he or she will be learning to play. Every effort was made to get your student on the instrument he or she wanted to play, but some adjustments are always necessary to ensure we have a balanced instrumentation for class. We hope you understand our desire for all the students enrolled to have a great first year experience in band.

To make obtaining an instrument easier, we have arranged for representatives from **Phillips Music Company** to be at the band room on **Wednesday, August 26th, from 4:00 until 6:00 PM** with all the recommended school approved instruments necessary for students. The instruments may be purchased outright or leased through their rent-to-own program.

TO CLEAR UP ANY QUESTIONS, PLEASE READ THE FOLLOWING:

The entire process should take only about 25-30 minutes to complete. You do not need to attend for the two hour window. Come when it is convenient for you. After signing the contract to rent an instrument, you may terminate the contract at any time, without any obligation to buy. On the meeting date, the down payment (the first monthly payment) is due. Please make checks payable to **Phillips Music**. (1515 W. Gore Blvd. Lawton, OK 73501)

TYPICAL INSTRUMENT LEASE PAYMENTS:

| Instrument | Long-Term | Med-Term | 12-Month | 3-Month |
|------------|-----------|----------|-----------|-----------|
| FLUTE | \$22-31 | \$29-41 | \$52-71 | \$152-207 |
| CLARINET | \$22-31 | \$29-41 | \$52-72 | \$152-211 |
| SAXOPHONE | \$74-67 | \$66-90 | \$117-157 | \$341-459 |

LONG-TERM: Usually 36 months – lowest monthly payment

MEDIUM-TERM: Usually 24 months – lower finance charge

12-MONTH-TERM: No finance charge

3-MONTH-TERM: 10% discount and no finance charge

Phillips also offers a cash discount if you wish to pay for the instrument in full. All of the above plans have an initial down payment equal to the amount of the monthly payment. They offer Maintenance & Replacement coverage for a small additional monthly amount, usually \$5-6. This option is for protection over and above the warranty, and covers accidental damage and loss due to fire or theft.

If there are any questions concerning the band, please feel free to call us. We look forward to seeing you on **Wednesday, August 26th, from 4:00 until 6:00 PM!**

Jeremy Haas
Director of Bands

Jeremy J. Smith
Ass. Director of Bands
Director of Percussion

Dawn Haas
Ass. Director of Bands

Phillips Music Company Rental Letter