

# AN INSTRUMENT IS NOT A BARGAIN IF...

- A student loses interest in band because they cannot make a sound
- It is a very cheap import that breaks or is constantly in need of repair
- Repair technicians cannot fix it because of the inferior quality
- It has no serial number or one has been scratched off (it may be stolen)
- Band Directors or Certified Repair Technicians don't recognize or recommend the brand based on prior experience

A shiny silver-colored stick is not always a flute. In fact, a few years ago, a company was selling flutes at a real bargain – one third of what reputable music stores were selling theirs for. It turned out that the head joint of the flute was close to an inch too long and caused the students to play horribly out of tune even though the child was using the right fingers! That “big box store” is no longer selling instruments. It is also interesting to note that other “non-music stores” selling instruments have their display right next to the optical department. Ask them to explain clarinets to you. Other stores have these same musical instruments in the toy department, and for good reason...they ARE toys, not quality musical instruments.

In the past few years, we have seen an influx of antique instruments from attics, Internet imitations, and low quality catalogue and box store band instruments come into the band room. Although there are a few that are OK, the majority of them cause an uphill battle for young students to overcome. As a result, many students lose interest in playing an instrument because it is difficult to make the right sound or the instrument is always broken.

To help you obtain a quality instrument for your child, we've created a list of acceptable brands that will give your child every opportunity to succeed. It is okay to buy generic tennis shoes or off-brand crayons, but please do not cut corners on musical instruments. Your child's musical future is at stake.

Thank you for giving your child the opportunity to succeed in music by selecting a quality brand instrument.

<b>FLUTE</b>	<b>CLARINET</b>	<b>SAXOPHONE</b>	<b>TRUMPET</b>	<b>TROMBONE</b>
Accent	Accent	Accent	Accent	Accent
Armstrong	Armstrong	Armstrong	Bach	Bach
Bundy	Buffet	Bundy	Benge	Bundy
Gemeinhardt	Bundy	Conn	Bundy	Conn
Jupiter	Jupiter	Jupiter	Conn	Getzen
Miazawa	Leblanc	Selmer	Holton	Holton
Selmer	Noblet	Vito	Getzen	Jupiter
Vito	Selmer	Yamaha	Holton	King
Yamaha	Vito	Yanigasawa	Jupiter	Yamaha
	Yamaha		King	
			Yamaha	

Note: The music industry is in flux right now and recent mergers have brought Bach, Selmer, Ludwig, Conn, Armstrong, King, Holton, Leblanc, etc., all under the same parent company, the Steinway Corporation. Yamaha is still holding it's own. As a result, name brands like Bach and Selmer will only be applied to intermediate and professional instruments. Their student instruments will start carrying the “Prelude” name, which is fine.