



Dear Sherwood Band Students & Parents:

For the next several days your band student has the opportunity to play on some advanced instruments provided to us by Beacock's Music. As an educator I am excited about this because it will give your student a chance to see and hear what it is like to play on a better instrument. Our students work hard to make good music and to bring a sense of pride and accomplishment to themselves and our band program. At this point in time the beginning level instrument your child is playing has reached its' own limitations. If you are receiving this letter your student has advanced beyond the abilities of that instrument. Advancing to a higher level as a musician is far more difficult on an inadequate instrument. I want to strongly urge you to take advantage of the step up program being offered to our band right now. Beacock's Music is currently offering an opportunity to acquire a recommended instrument that can carry your student through the high school level and beyond. I have carefully reviewed this program and think it is excellent. The step up program has the following features:

- **You may exchange your rental instrument for the step up instrument.** If you are renting your instrument from Beacock's Music, you are eligible for rent credit that will apply towards the purchase of your new step up instrument. Beacock's Music may also apply any rent credit that you may have accumulated from other music stores to assist you.
- **The monthly payment arrangement is quite accommodating.** This payment can be very close to the same payment you have been making for rent! Rental payments beyond 10 months will most likely not gain you equity towards purchase of your instrument. I can assure you that, no matter what your current financial position, Beacock's has been most flexible with our families and can most likely arrange a suitable payment arrangement.
- **You may trade in your current instrument.** If you already own an instrument, that instrument can be traded in and a fair trade in value will be applied towards your new step up instrument. Please keep in mind though that keeping a beginning level instrument for marching band, parade, and basketball band practices and performances is a good idea.
- **You will receive quality care during and, most importantly, after your purchase. Something that "online" purchasing fails to offer.** Beacock's Music has provided excellent service to schools, band members and school districts for over 37 years. There is a full time School Services Division Representative that visits our school on a weekly basis. I can assure you that you will be well served upon purchasing your step up instrument.
- **You will not have to worry about purchasing an inferior instrument.** Beacock's Music has not, and will not, carry inferior instruments manufactured offshore, (China, India, etc.) and sold either online or at retail stores that can't offer the quality of instruments that I, as your students band director, can approve of in good conscience.

### **WHY PURCHASE A STEP UP INSTRUMENT?**

- **Bigger Sound** – Beginner instruments have small bores that give a shallow, small sound. Step up instruments have larger bores for bigger, fuller sounds.
- **Better Intonation** – Beginning instruments aren't perfectly in tune. Better quality instruments are made with greater precision
- **Tone Quality** – Beginning instruments are made of less expensive materials. Better quality instruments are made of materials that give best tone. For example: plastic clarinets vs. wood clarinets, nickel flutes vs. silver flutes, solid body vs. composite body.
- **Features** – Beginning instruments don't have extra features: better quality instruments have features that help the player better tune, faster, with more control and with extended range. Triggers on herwo horns, trombones, open-hole flutes, and extra keys on saxophones.

I, along with the representatives from Beacock's Music, will be here in the band room at Sherwood High School on **Tuesday, December 13<sup>th</sup> from 4:00pm to 7:00pm** to discuss and set up a program for you. In order to accommodate everyone in the most pleasant, efficient manner, would you please complete the requested information below and return to me as soon as possible? To afford each family a level of privacy and service, appointment times will be at 20-minute intervals.

Sincerely,

Brant Stai  
Sherwood High School Band Director  
Phone: 503-825-55745  
E-Mail: bstai@sherwood.k12.or.us

# Instrument Step-up Interest Sheet

By checking and filling out the form below and signing and returning this to Mr. Stai, your student will be able to start “trying” out the step up instruments.

\_\_\_\_\_ I would like to discuss the plan with Beacock’s representative. I prefer an appointment at approximately \_\_\_\_\_ PM.

\_\_\_\_\_ I cannot be there the evening of the meeting but would like to discuss the plan with the Beacock’s representative. Please ask him/her to call me.

Student’s Name \_\_\_\_\_

Phone Number \_\_\_\_\_

Parent/Guardian Name \_\_\_\_\_

Parent Guardian Signature \_\_\_\_\_