



PURCHASE OPTION PRICING

FAQ's

What is a purchase option?

Thank you for choosing Bertrand's Music for your instrument rental. One of the great benefits you receive when renting is the ability to apply your rental payments towards purchase of a brand new instrument.

How does the purchase option plan work?

For Instrument Family 1, Bertrand's Music will apply up to 36 months of your rental payment(s) toward the retail value of a qualifying, brand new instrument listed on this flyer. After we have applied your rent, we offer an additional loyal customer discount of up to 30% based on the chart below:

Months Paid	1 to 10	11 to 15	16 to 20	21 to 25	26 to 30	31 to 36
Extra Discount	30%	25%	20%	15%	10%	5%

For Instrument Family 2, Bertrand's Music will apply up to 12 months of your rental payment(s) toward the retail value of a qualifying brand new instrument. Please note that there are no additional discounts for Instrument Family 2.

Does the maintenance portion of the rental apply towards purchase?

We take the full amount of your rental payment minus the optional maintenance program. The cost associated with our maintenance program protects renters from any theft or damage to the rental instrument.

What is the difference between Retail and Sale price?

The MSRP (Manufacturer Suggested Retail Price) is set by the manufacturer and is used to calculate the rental purchase options. The rental payments are always applied toward the MSRP and not the sales price of an instrument. The sale price may be lower than the retail price. There are additional discounts available when you purchase. (Please see chart above).

When should I exercise my purchase option?

The decision to purchase or continue to rent is unique to the individual customer. The major benefits of renting are you get a teacher approved instrument, optional maintenance coverage, a month to month commitment, and the time to determine when an instrument purchase is right for you.

The sooner that you make your purchase decision the lower overall investment. It's important to consider the following factors: potential loss of rental benefits (protection from repair/replacement), the length/duration of your rental (view loyalty discount chart), the amount of experience

your student has, the student's commitment to continue playing, and the future ability/ambition of the student.

How do I determine the best instrument for my child?

Bertrand's Music carries a wide selection of musical instruments, from Performance (student) to Artist (step up) level, available for purchase. We strongly recommend coming into our stores to set up an instrument trial. Certain models and manufacturers have different options that suit players based on their experience and ability. Just like test driving a vehicle, it is paramount for the success of the student to find out which instrument fits them best.

At any time during your rental, please feel free to contact one of our certified Sales Associates for any pricing, product information, or to set up a time to play test instruments.

Performance level instruments

Geared towards the beginning to middle school student. These instruments focus on durability and playability. They are best for students who have been playing 0-3 years.

Artist level instruments

Geared towards the intermediate to advanced (middle / high school) student. These are all higher quality instruments which are more labor intensive to build, include upgraded features, and use higher quality materials. These instruments will have more of a focus on tone, response, and overall playability.

Do I get a Brand New instrument?

Yes, your rental may be a used instrument but our program is designed so that when you make a purchase you get a brand new instrument.

What if I want to purchase another instrument not listed?

The purchase option plan is designed to go towards the purchase of these select instruments. If there is a specific model that you are interested in that is not listed in this flyer please ask for a manager.

Can I purchase a guitar, drum set, or other merchandise through the purchase option plan?

The purchase option plan is designed to go towards the purchase of a like instrument of equal or greater value. For example a flute for a flute or saxophone for saxophone. Unfortunately, you are unable to use the purchase option to buy a different instrument, guitar, or other merchandise.

San Diego

(Rancho Penasquitos)
9906 Carmel Mtn Rd
San Diego, CA 92129
818.780.1812

Poway

(Inside Ozzie's Music)
12222 Poway Rd #27
Poway, CA 92064
858.748.4721

Mission Viejo

(Orange County)
23851 Via Fabricante #202
Mission Viejo, CA 92691
949.455.4163

Inland Empire

(San Bernardino)
910 E Highland Ave
San Bernardino, CA 92404
909.886.5338

Pasadena

(Formerly Old Town Music)
145 Vista Ave
Pasadena, CA 91107
626.793.4730

Burbank

(Formerly Pedersen's
Band & Orchestra)
2618 W Burbank Blvd
Burbank, CA 91505
818.848.9665

CONTRACT DETAILS

PURCHASE OF NEW INSTRUMENT

BERTRAND'S MUSIC offers loyal customers a discount option on the purchase of a select NEW instrument based upon the amount of time they have been renting vis-a-vis.

Rent-to-Rent program. This is not a Rent-to-Own agreement.

The following conditions must be met by Instrument Family:

INSTRUMENT FAMILY 1

FLUTE, CELLO, CLARINET, TRUMPET, TROMBONE, VIOLIN, VIOLA and ALTO SAX

- This Rental Agreement must be active and all rental payments must be current and consecutive without interruption in order to accrue rental credit.
- Up to 36 months of rental credit may be applied towards the Retail Price of a select New Instrument of Equal or Greater Value. Some Restrictions May Apply.
- Rental credit must be used toward the retail price of a similar instrument, eg., flute for flute, and can be applied toward select qualifying Level 1-6 instrument of equal or greater value in Instrument family 1, sold by Bertrand's Music, this does exclude professional instruments.
- Rental credit is non-transferable. You cannot transfer your credit to another party nor can you use it toward the purchase of an instrument not listed in Instrument Family 1.
- Additional discounts offered by BERTRAND'S MUSIC will also apply when you purchase a new instrument after accruing rental credit toward the current Retail Value. (See chart below.) This Chart outlines how the Renter's credit is applied for "Instrument Family 1" toward the purchase of a new instrument. A rental discount is given for each month the instrument is rented. In addition to the rental history discount, BERTRAND'S MUSIC offers an extra discount off of the retail price of a new instrument as outlined below.

Months Paid	1 to 10	11 to 15	16 to 20	21 to 25	26 to 30	31 to 36
Extra Discount	30%	25%	20%	15%	10%	5%

INSTRUMENT FAMILY 2

PICCOLO, OBOE, BASS CLARINET, SOPRANO SAX, TENOR SAX, TRIGGER TROMBONE, BARITONE, FRENCH HORN, BARI SAX, TUBA, BELL KIT and STRING BASS

- This Rental Agreement must be active and all rental payments must be current and consecutive without interruption in order to accrue rental credit.
- Up to 12 months of rental credit may be applied towards the retail price of a select new instrument of equal or greater value. Some restrictions may apply.
- Rental credit must be used toward a select qualifying level 1-6 instrument of equal or greater value in Instrument Family 2, sold by Bertrand's Music, this does exclude professional instruments.
- Rental credit is non-transferable. You cannot transfer your credit to another party nor can you use it toward the purchase of an instrument not listed in Instrument Family 2.
- There are no Additional discounts offered by BERTRAND'S MUSIC for Instrument Family 2.

INITIAL BELOW IF YOUR INSTRUMENT IS NOT LISTED ABOVE

_____(Initial) I have DECLINED the Purchase Option and it does not apply to this rental agreement.

INSTRUMENTS AVAILABLE FOR PURCHASE

INSTRUMENT FAMILY 1

INSTRUMENT	MAKE	MODEL	RETAIL PRICE
FLUTE	Di Zhao	DZ220	949.00
	Yamaha	YFL-200AD	971.00
	Selmer	Soloist Performance	1,039.00
	Di Zhao	DZ330	1,249.00
	Di Zhao	DZ470BOF	1,779.00
	Yamaha	Allegro Series I	2,199.00
CLARINET	Yamaha	Allegro Series II	2,850.00
	Jupiter	JCL710N	959.00
	Selmer	Soloist Performance	1,062.00
	Yamaha	YCL-200ADII	1,017.00
	Leblanc	Soloist Artist	2,069.00
	Leblanc	L225S	2,249.00
TRUMPET	Yamaha	Allegro Series	2,499.00
	Jupiter	JTR700	1,189.00
	Yamaha	YTR-200AD	1,295.00
	Conn	23B	1,299.00
	Conn	23BSP	1,499.00
	Conn	66B	1,999.00
TROMBONE	Yamaha	Allegro Series	2,199.00
	Bach	Bach Soloist Artist	2,829.00
	Jupiter	JTB730	1,189.00
	Yamaha	YSL-200AD	1,295.00
	Conn	23H	1,299.00
	Eastman	ETB432G	2,199.00
ALTO SAX	Yamaha	Allegro Series	2,799.00
	Bach	Bach Soloist Artist	3,611.00
	Chateau/Hollywood	VCH222/H702L	1,699.00
	Yamaha	YAS-200ADII	2,166.00
	Selmer	Soloist Performance	2,426.00
	Chateau	VAS510DE	2,499.00
VIOLIN	Selmer	Soloist Artist	3,298.00
	Yamaha	Allegro Series	3,499.00
	Pegasus	Bohme II	699.00
	Pegasus	Florence II	899.00
	Pegasus	Leipzig II	1,299.00
	Pegasus	Milan II	1,999.00
CELLO	Pegasus	Florence II	1,699.00
	Pegasus	Leipzig II	3,099.00
	Pegasus	Milan II	3,999.00

INSTRUMENT FAMILY 2

INSTRUMENTS

PICCOLO, OBOE, BASS CLARINET, SOPRANO SAX, TENOR SAX, TRIGGER TROMBONE, BARITONE, FRENCH HORN, BARI SAX, TUBA, BELL KIT and STRING BASS

See Associate for Details

Prices Subject to Change

