

## Washington Music Sales Center, Inc. Catalog Discount Structure

		Catalog Discount %
<b>Category 1:</b> Musical Instruments	1.a. Brass Instruments	
	trumpet	49%
	French horn	38%
	melophone	45%
	trombone	47%
	tuba	42%
	baritone/euphonium	45%
	1.b. Keyboards / Pianos	
	electric (88 key digital)	15%
	1.c. Percussion Instruments	
	bass drum	43%
	snare drum	43%
	drum set	25%
	tympani	43%
	cymbals	48%
	mallet keyboard instruments (xylophone, bells, glockenshpiel, vibraphone, marimba)	43%
	Latin percussion & traps	30%
	Orff percussion	8%
	1.d. String Instruments (Bowed)	
	violin	28%
	viola	28%
	celio	28%
	double bass	20%
1.e. Woodwind Instruments		
piccolo	43%	
flute	48%	
oboe	42%	
clarinet	41%	
bass clarinet	41%	
bassoon	41%	
alto saxophone	40%	
tenor saxophone	40%	
1.f. Instrument Accessories	30%	
1.g. Guitars		

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		<b>Catalog Discount %</b>
	acoustic	15%
	electric	15%
<b>Category 3:</b>	3.a. Metronomes/Tuners	20%
General Music	3.b. Stands (Music)	35%
Accessories	3.c. Miscellaneous Music Related Consumable Supplies	20%
	3.d. Music Folder/Folios	0%
	3.e. Instrument cases and bags	20%
	3.f. Stands (Instruments)	20%
<b>Category 6:</b>	6.b. Amplifiers (instrument)	15%
Sound Reinforcement	6.c. Amplifiers (other)	20%
and Production	6.d. Digital Sound Recorders	33%
	6.e. Microphones (dynamic)	35%
	6.f. Microphones (condenser)	30%
	6.g. Cables & Chords	35%
	6.h. Acoustic instrument pick-ups	25%
	6.i. Headphones	25%
	6.j. Mixers & Equalizers	15%
	6.k. Speakers	10%