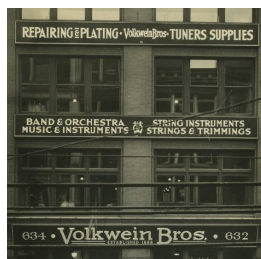


VOLKWEIN'S MUSIC



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Making Waves

Welcome to the 2024 PMEA Annual In-Service Conference! We are excited for the opportunity to unite with you as a community of dedicated professionals with the common goal to not just support, but elevate the music programs in our schools to the next level. As we gather amidst the vibrant atmosphere of creativity and learning, we embark on a journey of discovery, growth, and collaboration. From inspiring workshops to captivating performances, we hope you find a wealth of opportunities to enrich your pedagogical approach, connect with fellow educators, and renew your passion for nurturing the next generation of musicians. At Volkweins Music, we have been "Helping People Discover Music Since 1888," and will continue to support the music education community for decades to come! -- Christine Gallagher, General Manager

How We Can Help

All of us at Volkwein's Music are proud of our long tradition of supporting music educators by providing their students with the instruments, repairs, sheet music, accessories and supplies, needed to succeed. Since the late 1940's, working with schools has been at the core of who we are. And today, as budgets get tighter, music departments smaller and the cost of everything grows, we look for new and innovative ways to make it possible to continue to provide a quality musical experience for every child.

Education Representatives:

Our staff of professional music educators and performers bring their musical experience directly to every school they service each and every week. Because of their training and experience, they can relate to the teachers and students they are there to help.

Instrument Rental:

Like you, we want students to succeed. To encourage them, we reward students and their parent/s, who stick with it through the entire term of the rental contract, by offering the best possible purchasing power and flexibility for the money they have invested in rental payments. When you rent from Volkwein's Music, there are NO additional fees or charges and all regular maintenance and repairs are covered. Our rental program allows the customer to accrue 100% of 36 monthly payments toward the purchase of a new instrument. Every dollar spent is a dollar earned!

In-Store Specialists:

Our in-store staff of professional music educators and performers bring their vast array of musical experience directly to customers and help them find exactly what they are looking for. Our employees can assist you on every step of the way to find what you need. We are one of the largest physical stores in the area and you'll see that the second you step through our doors. We have a veritable treasure trove for every musician of all ages and experience level.



Instrument Repair:

Volkwein's Music is one of the tri-state's largest sales and service center for most of the leading instrument manufacturers. Our outstanding repair technicians are nationally recognized as some of the best in the industry.

Consignment Department:

Do you have instruments you no longer need or cost too much to repair? Bring them in to Volkwein's where we can evaluate the instrument, suggest a fair asking price, photograph the instrument and post it on our own Volkwein's eBay Store. As an established eBay seller, we have a proven track record of selling most of the instruments we list within the first month.

Instrument Try-Outs:

Choosing an instrument can be a difficult choice for a first-time musician. We can alleviate the stress through our try-out program. Whether it be in store or a try-out event at school, we can show students and parents everything they would want to know about their instrument options. Interested in hosting an instrument try-out event at your school? Contact your education representative today!

Volkwein's Music is the only stop you have to make to serve all of your musical needs. In addition to our instrument sales and service, we have tens of thousands of sheet music titles that are easily browsed and in stock in our showroom. Of course, if you are unable to make it to the store, we have a broad selection of our products available online at volkweinsmusic.com. Volkwein's is proud to have been "helping people discover music since 1888." And since the late 1940's, our major focus has been helping music educators, such as you, bring music to the lives of countless children and adults. If we can help you in any way with your musical needs, please let us know. We would like to welcome you to the 2024 PMEA Annual In-service Conference. We hope you will enjoy this special "conference edition" of our newsletter.



Our Education Representatives



From left: Noah Skowron, Phil Kronenberg, Tommy Starr, Adam Stout, Brandon Hoy



Joe Dipytic



Dick Gardenhour

Volkwein's Music is committed to helping children discover music by working with local school districts to develop their instrumental music programs. A rental program providing quality "beginner level" instruments, supported by an outstanding instrument repair department, are just two of the services we provide area schools and their directors. One of the greatest resources for area music educators are our education representatives.

These employees are not just sales persons, though they can certainly help directors and students with purchases of accessories and/or printed music. They are professional music educators and performers who bring their musical expertise directly to every school they service each and every week. Because of their training and experience, they can relate to the teachers and students they are there to service. They pick up and drop off rental instruments, help with small repairs that can be done on-site, transport instruments requiring more detailed repairs back to the store and deliver items ordered from our store by phone or through our website. When emergency time-sensitive repairs are needed, our education representatives will make special visits to pick up the instrument, take it to the store, expedite the repair and return the instrument in time for a performance.

Since the late 1940's, Volkwein's Music has teamed with local educators to develop public school music programs that have brought the joy of music into the lives of countless children. In today's economy, with budget and staffing cuts affecting many local programs, it has become more imperative than ever that music retailers and music educators work together. Volkwein's Music will continue to search for innovative ways to support our local directors such as our education representatives to assist local educators. We are always searching for ways to improve our tradition of personal service. We at Volkwein's Music believe our education representatives are unique in the services they provide our local music educators and are proud of our talented team as they carry on this tradition. We encourage our area educators to take full advantage of all they have to offer.

Our Repair Shop

The highest quality of repair is essential for the optimum performance of both students and professionals. Volkwein's Music is dedicated to providing the highest possible level of musical instrument maintenance and guidance in solving technical problems that arise in performance at all musical levels. We attain these goals by staffing our shop with the finest repair technicians available; people who are also accomplished musicians, and providing a state of the art repair facility. These combined factors allow Volkwein's Music to service all of your needs, from minor repairs to complete overhauls, with the same promptness, courtesy and quality. As always, our service is guaranteed. We boast a large repair center of



15 repair specialists who repair strings, brasswind, woodwind, and percussion musical instruments. Our facilities allow our staff to perform everything from small repairs to complete overhauls on location so you can feel confident that your instrument will receive the highest quality repairs. We provide all of our repair services in house which keeps our repair prices affordable.



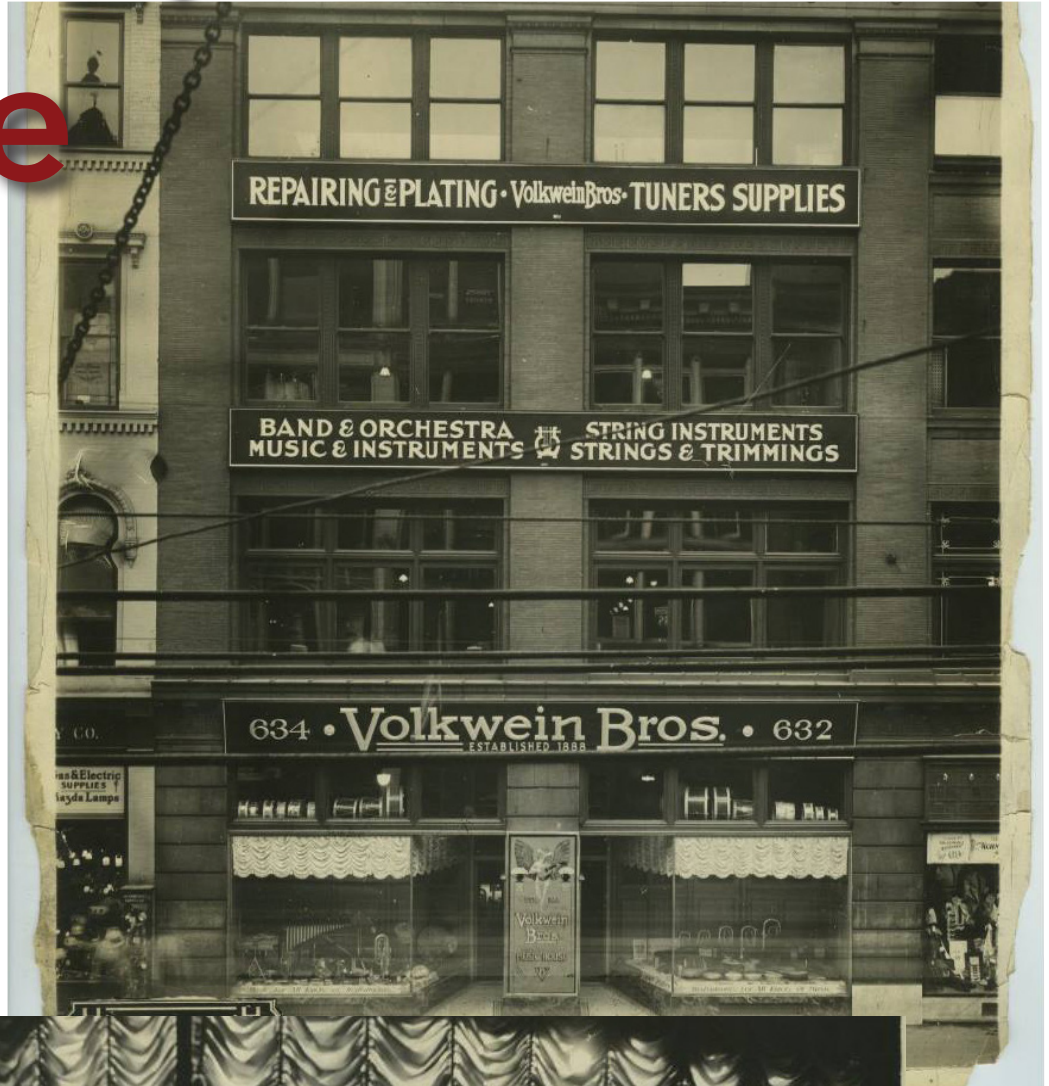
VOLKWEIN'S MUSIC

Volkwein's Music is honored to be a retailer for some of the most respected instrument and accessory brands in the industry. These are just a few:



Helping People Discover Music Since

1888



The years 1870 through 1895 were a period of rapid growth for Pittsburgh as the population grew threefold driven primarily by the start of the steel industry in 1875. During this 25-year stretch, several businesses and institutions that are now considered synonymous with Pittsburgh began operation:

- 1872** - H. J. Heinz Corporation
- 1886** - Westinghouse Electric Company
- 1888** - Pittsburgh Reduction Company
(name changed in 1907 to Alcoa)
- 1888** - Bechtel Music House
- 1890** - Carnegie Library
- 1890** - Trolley operations
- 1895** - Carnegie Institute

After reading through the list, you probably asked yourself: "Bechtel Music House? Never heard of that company and why is it included on a list of Pittsburgh's historic businesses and institutions?" Well, Bechtel Music House, then located on Smithfield St., was the birthplace of a business that is synonymous with Pittsburgh's music scene: Volkwein's Music. In 1888, Rudolph and Jacob Volkwein started working at Bechtel's. By 1895, Rudolph Volkwein was managing the store and in 1905, he and his brother purchased the business. Eventually, the store was moved to Liberty Ave. where it remained for 44 years.

**EMPLOYES BUY
MUSICAL STOCK**

F. Bechtel Sells Musical Merchandise Department to R. and J. C. Volkwein, Who Have Worked in His Store for Years

(Special to The Music Trades.)
Pittsburg, Pa., July 20, 1905.

F. Bechtel, of No. 516 Smithfield street, who for many years has been engaged in the piano, small goods and sheet music business, has disposed of his small goods and sheet music department to Rudolph and J. C. Volkwein, who have been in his employ for many years. The two brothers will manage this department under the firm name of Volkwein Bros. Mr. Bechtel will give all his attention to the piano business in the future. In disposing of his small goods interest to these two men, Mr. Bechtel recognized that they had been largely responsible for his success in the business and which was sold as a reward of merit.

Mr. Bechtel will continue to occupy the same quarters. He will use the upper floors for his piano business, just as he has done in the past. Mr. Bechtel is the local agent for the Henry F. Miller, Blasius and Estey pianos, the Estey being a recent addition.

Although Volkwein's Music grew continually during the first half of the 1900's, there were periods of financial difficulty during the Depression and the two World Wars. Rudolph's sons, Carl R. and Walter, eventually joined their father in the business. During the 1930's, Volkwein's stopped selling pianos in order to concentrate on other musical instruments. After World War II, the company's mail order business started to grow, as did the marching band and concert band programs in schools. Carl Volkwein's son, Carl W. Volkwein, joined the family business in 1960, and by 1979, he and Nunzio C. Dilanni had taken over management of the store. In 1965, Volkwein's Music moved to a building on Sandusky St. on the north side of Pittsburgh. This move gave the store a sales boost due to increased retail and warehousing space. The 1980's saw the Dilanni family (Nunzio's brothers, Aldo and Tony, Aldo's sons, Aldo Jr. and Jack, as well as Jack's wife Beverly), join the fold. Although Volkwein's remained at the north side location for 25 years, this location also had its limitations so, in 1990, the business moved to its current location in the RIDC Park West near Pittsburgh International Airport.

The Spotlight is On!



Jonathan Moser



Jonathan Moser recently joined the Volkwein's Music family as our new in-house luthier. We sat down with him to ask him some questions about his experience in the craft.

Q: How did you first get into music and then transition into being a luthier?

"My whole family comes from music, so I started violin lessons when I was five and then that was my major all the way through college. I was a performance major. After I left college, I got involved in many different musical pursuits. I would play all sorts of music and became quite involved in church music where there were a lot of conducting, directing, and playing opportunities. I followed that path for years and it later lead me to a full-time position in 2014. Unfortunately, the church suffered some problems, so I moved onto my next adventure. I had the opportunity to tour and then work with violin-makers where I play-tested and provided feedback and analytics on new violins. Next, I jumped into the academic side of things and taught at the collegiate level for 6 years at Mercyhurst University. As I was finishing my tenure there, budget cuts forced my position to part-time, so I needed to explore other avenues. A friend of mine suggested that I start doing some bow re-hairs, so I took a course with a gentleman named, Rodney Moore, who had previously taught at Eastman School of Music. Later, I began taking courses on piano tuning and repair as well."

Q: What do you enjoy about being a luthier?

“I love people’s reactions when they get their instruments back. So far, it’s more than I expected. That’s probably my favorite. Having an exceptionally challenging instrument turn out well.”

Q: Do you have any stories from a repair that have stuck with you?

“There’s one I’m just finishing up right now. It’s my pastor’s and I believe it’s his grandfather’s violin. When he brought it to me he said ‘I don’t think this can be repaired.’ He also brought me another family heirloom that he really wanted to be repaired. He said ‘You know this one can be cleaned up and this one do whatever you want type of thing.’ Well, I started looking at it and it was sound in terms of its construction. It was just hidden under a terrible repair from the past. I stripped it, revarnished it, and then started putting it back together. It has a new fingerboard, new nut, new everything! It sounds great! It’s remarkable that its something that they never anticipated.”

Q: How did you end up at Volkwein’s?

“This is a great story! My dad is a music director at a local church and had registered to attend Volkwein’s Sacred Choral Reading Session last summer. He invited me to attend with him and while I was there, I happened to run into a former colleague of mine, Jack Dilanni, who I worked with during my time with the Wheeling Symphony Orchestra. We had a wonderful opportunity to catch up and Jack mentioned that he was still working in the percussion shop at Volkwein’s. A few days later, my dad stopped into Volkwein’s to pick up his order from the reading session and learned of a recent opening for a luthier. He put me in contact with the general manager, Christine. I was invited for an interview and bench test and, after accepting the position, I was given a tour of the shop where I was introduced to Jack Dilanni....the owner. I had no idea!”

If you would like to contact Jonathan, he can be reached via email at jmoser@volkweins.com

Consignment Sales

We want to help you sell your musical instruments and accessories by reaching the customer base that Volkwein's Music has taken over 135 years to establish! Like with all used products, much of the value will depend upon the items' condition and functionality, as well as the current market for that product. Bring your instrument into our store, or send them in with your education representative for a **FREE** evaluation.

If you come in to our store, we will be happy to take a look at what you have, and help you determine a minimum selling price. We then seek out customers who may be interested, and sell the item for you! We have spent years developing a highly reputable eBay store which reaches customers all over the world. Because of our expansive customer base, many of our online auctions sell well above the original asking price! We will also show your item to any interested customers in our store, and advertise it through a few other online outlets.

With us, it's as simple as dropping the item off, and receiving payment once it has sold. We take care of photographing, listing, advertising, and shipping. Once your item sells, we send you a check or you can receive your payment in the form of in-store credit. If for some reason we are unable to sell your musical instruments and accessories, or you just change your mind about selling it, you can come by and pick them up anytime at no charge... Guaranteed!



Hosting a Band, Orchestra, or Choir Festival? We Can Help!

- **Is Volkwein's able to supply all music for a festival?**

Yes! Not only do we stock thousands of band, orchestra, and choral titles, we can also order from practically any publisher.

- **Does Volkwein's offer any discounts on sheet music?**

Yes! We offer a standard 10% discount on most of our sheet music, which applies to festivals.

- **Does Volkwein's provide folders for festivals?**

Yes! If you place your festival music order with us, we will provide you with FREE folders!



- **Can Volkwein's assemble and send folders to participants?**

Yes! You can send us your list of selections, instrumentation, student names, along with the school they attend, and we will take care of the rest! Folders will be labeled and delivered for FREE to corresponding teachers via our education reps. Folders that cannot be delivered will be mailed. We charge \$1.00 per band or orchestra student folder for this service.

- **What if I would rather assemble my own folders?**

Feel free to provide us with a list of selections and instrumentation and we will determine the number of parts needed. We will send your music along with the number of folders needed.

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Feel free to provide us with a list of selections and instrumentation and we will determine the number of parts needed. We will send your music along with the number of folders needed.

- **How does billing work?**

Many festivals are billed to the corresponding PMEA District or Region. Some teachers request that we bill their school district or activity fund. Our only requirement is that the order be billed to ONE entity and that you provide us with that information at the time the order is placed. We will not send an invoice until the order has been completely filled.

- **Whom should I contact to place my order?**

Please contact our printed music department either via email at printedmusic@volkweins.com or by phone at 412-788-5900 x601.

Why VOLKWEIN'S MUSIC?

It's time to ask.

Volkwein's Music has been in business for over 135 years. Our dedication to improving the quality of music in Western Pennsylvania is unmatched. However, when it comes to renting an instrument, we know that you have a choice to make. If it's time to ask, we are ready to answer.

Quality Instruments

- Instruments are prepared by our in-house technicians. All instruments are thoroughly cleaned and adjusted.

Easy To Rent

- **FREE** delivery and pickup of instruments at your school
- **FREE** service and replacement of instruments (included in low monthly payment)
- Exchange instruments anytime
- Return instruments anytime - no penalties

Easy To Own

- 100% of rental payments made for the first 36 months may be applied toward the purchase of a new band or orchestral instrument
- Financing available
- Largest selection of brand name instruments

Here is an example:

Volkwein's Music Rental Rates:

Total monthly payment for Trumpet rental: **\$20.00**

- Regular maintenance, repairs, and replacement due to loss or theft are included.

Store B Rates:

Total monthly payment for Trumpet rental: **\$25.00**

- Rental fee: \$25
- Maintenance fee included in rental fee

Store C Rates:

Total monthly payment for Trumpet rental: **\$26.00**

- Rental fee: \$22.00
- Optional maintenance fee: \$4.00

Store D Rates:

Total monthly payment for Trumpet rental: **\$27.00**

- Rental fee: \$20.00
- Optional maintenance fee: \$7.00

When you rent from Volkwein's, there are NO additional fees or charges, and all regular maintenance and repairs are covered, including replacement due to loss or theft.

We're local!

We visit schools on a weekly basis and can provide service faster than any online retailer.

The choice is clear.

Contact Us!

VOLKWEIN'S MUSIC

volkweinsmusic.com
412.788.5900
138 Industry Drive | Pittsburgh, PA 15275

Departments:

Extensions:

Printed Music - Printedmusic@volkweins.com	601
Instrument Sales & Accessories - Sales@volkweins.com	605
Online & Consignment Sales - vuco@volkweins.com	645
Woodwind and Brass Repair - Repair@volkweins.com	606
Strings Repair - Repair@volkweins.com	637
Percussion Sales & Repair - Percussion@volkweins.com	608
Rental, Installment, & Institutional Accounts - Information@volkweins.com	610

VOLKWEIN'S MUSIC

