

Buyer's Guide for Purchasing Band Uniforms

The uniform purchase for your band organization will be one of the larger single expenditures for the booster organization or school administrative unit. The following outline is designed to help you become more knowledgeable of this process and to assist you in the financial preparation and necessary procedures for this investment. Additional questions can be addressed by our full-time customer service department at 1-800-228-8134, or contact us at www.demoulin.com. A complete listing of area representatives is available through our web-site.

The Best Time To Buy Based on Market Cycles

The best time to purchase uniforms is during the fall from September 1st continuing to March 1st of the next year. The industry experiences the heaviest part of the buying cycle during the months of March, April, May and June each year. By ordering during the fall and early winter months, you will be assured of receiving delivery prior to the end of the current school year and will be well prepared for the opening of another football season in the fall. Another consideration concerns the timing of increases in price. Most raw material suppliers will pass along increases in costs during the fall months. The uniform industry traditionally increases prices to the customer around the first of each next year. You can take advantage of special incentives and special offers during the early fall of each year.

How To Get Started

By contacting a DeMoulin factory trained representative, you can begin the design process and will have access to online communication with your local representative and with our national sales office. Your DeMoulin sales representative is a professional full time service representative, who can help in determining types of fabrics, trims, and styles to suit your uniform needs.

1. The first step is to obtain information about your needs and your preferences for materials, design, necessary quantities, etc. Our representative will develop a colorful art rendering of your idea on location via laptop computer with you and your committee members.
2. A sample uniform can be manufactured within a 21 day time period for your approval. This sample can serve as a pilot for the prospective order, and will establish the quality standard for evaluation.
3. If the order is submitted for competitive bidding, DeMoulin will prepare a total package of construction and manufacturing standards for all vendors to follow. These standards will be at your request for quality and superior construction. All specifics and details relating to the fabrics, trims and accessory products will be specified.

4. After a decision is made concerning the purchase, you can expect delivery to be approximately 120 to 150 days from the date all order details are completed and purchase order or 1/3 deposit is received. DeMoulin will make special allowances for deliveries in a shorter window of time whenever possible.
5. All measurements, approvals, and necessary paperwork can be completed in one day by your DeMoulin representative.
6. Your official school purchase order or cash deposit will place your order into the production schedule at DeMoulin.

A complete list of customer references in your area and around the world is available from your DeMoulin representative. Please ask to see our complete 8 minute video tape "Equation for Success" to obtain more information and to visit our manufacturing facility via this exciting video experience.