

# CASE STUDY

## AT A GLANCE



### District:

Judson ISD (Texas)

### Project Type:

New band facility (ground-up build)

### Music Storage Budget:

\$265,000 (entire building)

### Dealer Partner:

Hardy Educational Solutions

### Solution:

Bandstor by Marco



## The Challenge

- Competitive San Antonio–Austin market with long-standing specifications
- Project originally specified with a competing band storage manufacturer
- Hesitation from contractor and district to switch to a new solution
- Dealer needed a partner that could deliver confidence and consistency

## The Bandstor by Marco Approach

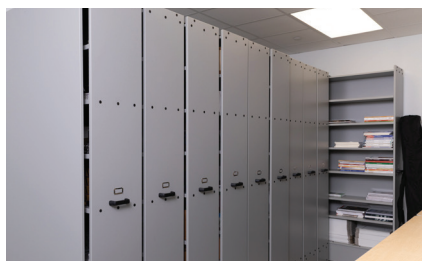
- Hardy Educational Solutions proposed Bandstor by Marco as a smarter alternative
- Marco reviewed architect's layout and identified opportunities to right-size the solution
- Revised design met current program needs while allowing for future growth
- Clear, responsive communication throughout submittals, scheduling, and coordination
- Flexible production and delivery aligned to the construction timeline

## The Result

- Seamless, on-time installation with no disruptions
- Positive experience across dealer, contractor, and district teams
- Two additional middle school projects awarded following Judson
- Bandstor became the preferred—and specified—solution moving forward

## Why It Mattered

- The district gained durable storage designed to grow with its program
- The dealer strengthened credibility in a highly competitive market
- The contractor experienced a smooth, predictable install
- The partnership proved that execution earns the next opportunity



*"Y'all are the easiest folks to work with—submittals, purchase orders, scheduling. Just a breeze."*

— Justin Hardy,  
Hardy Educational Solutions

**Marco. Where Music Takes Shape.**

