



D&M Music

Dutchess Co * (845) 635-1120
Toll Free * (800) 832-8981

**2007
INSTRUMENT
RENTAL PLAN**

1367 Route 44
Pleasant Valley, N.Y. 12569

Valid through 10/15/07

Purchase at any time * Rent as long as you like * Coverage for maintenance and repair

To ensure prompt delivery, complete this form, **select an instrument, enclose payment** and mail in the attached envelope.

Father/Guardian _____ Social Security No. _____
 Mother/Guardian _____ Social Security No. _____
 Street Address _____ Phone No. _____
 City _____ State _____ Zip _____

Have you ever rented from us before?
 YES
 NO

EMPLOYER & LOCATION:

Father/ Guardian _____ Mother/ Guardian _____

CHILD'S NAME: (First & Last) _____ **SCHOOL** _____

CREDIT CARD INFORMATION: (optional)

Visa Master Card Discover

Name on card _____ Card # _____ Exp _____ CV# _____

Use My Card for Initial Payment (from the box below) Use My Card for the monthly rental

Select one Instrument from below

TYPE A INSTRUMENTS	TYPE B INSTRUMENTS	TYPE C INSTRUMENTS
<input type="checkbox"/> TROMBONE <input type="checkbox"/> TRUMPET <input type="checkbox"/> FLUTE VIOLINS <input type="checkbox"/> 1/4 <input type="checkbox"/> 1/2 <input type="checkbox"/> 3/4 <input type="checkbox"/> CLARINET <input type="checkbox"/> DRUMKIT <input type="checkbox"/> PERCUSSIONKIT (bells) VIOLAS <input type="checkbox"/> JR <input type="checkbox"/> Int	<input type="checkbox"/> WOODCLARINET <input type="checkbox"/> ALTO SAX <input type="checkbox"/> 4/4 VIOLIN CELLO <input type="checkbox"/> 1/2 <input type="checkbox"/> 3/4 <input type="checkbox"/> 4/4	<input type="checkbox"/> OBOE (lease see #4 on back) <input type="checkbox"/> FRENCH HORN (lease see #4 on back) <input type="checkbox"/> BARITONE HORN (lease see #4 on back) <input type="checkbox"/> TENOR SAX (lease see #4 on back) <input type="checkbox"/> 15" VIOLA * <small>* Limited quantities available</small>
4 MONTH TRIAL FEE \$ 18^{.95}	4 MO. TRIAL FEE \$ 44^{.95}	2 MO. TRIAL FEE \$ 61^{.95}
Fee includes 4 month trial, RMC & tax	Fee includes 4 month trial, RMC & tax	Fee includes 2 month trial, RMC & tax
At the end of four months the monthly rental rate is \$ 27.00 plus \$ 3.00 for RMC plus tax.	At the end of four months the monthly rental rate is \$ 47.00 plus \$ 3.00 for RMC plus tax.	At the end of two months the monthly rental rate is \$ 50.00 plus \$ 4.00 for RMC plus tax.

RENTAL - PURCHASE OPTION (office use only)

The terms of the rental-purchase option plan are as follows:

At the end of the trial period you may rent at a rate of \$ _____ (plus tax & RMC) per month for _____ months. Total rental-purchase cost of \$ _____. Cash purchase price * \$ _____ [plus tax] *

* this cash purchase price is only valid until 1/31/2008

NOTICE TO CONSUMERS: A copy of this agreement will be delivered with your instrument, you may review it for up to 24 hours, and may cancel this agreement any time prior to midnight of the third business day after the date of delivery.

MAKE _____
SER# _____
C.D. _____
DEL. DATE _____
CONT. DATE _____

PRICE _____
 NEW USED

**TO RETURN OR EXCHANGE
PLEASE CALL
D&M MUSIC at
635-1120 or (800) 832-8981**

**DO NOT LEAVE
INSTRUMENT IN SCHOOL**

TRIAL RENTAL PACKAGE:

\$ _____ "TOTAL COST" from Type A, B, or C
 \$ 10.00 Music Lesson Book
 \$ 12.00 Music Stand
 \$ _____ **TOTAL DUE WITH RENTAL FORM**

* **Repair/Maintenance Coverage (RMC)** covers the following:
 • Repair of any damage or breakage
 • Maintenance as needed
 • Replacement of any parts damaged beyond repair

I have read all conditions of this agreement on the front and back and agree to all terms and conditions. I hereby authorize an **investigation of my credit standing** prior to the issuing of an instrument.

Father/Guardian _____

Mother/Guardian _____

SIGNATURE REQUIRED

1. D&M Music is a division of John Keal Music Company, Inc. The instrument you are leasing is the sole property of John Keal Music Company, Inc. You may not sell it or move it to another state. If you file for bankruptcy, the instrument must be returned, as it is the property of John Keal Music Company, Inc. You must notify the company if you change address or phone.
2. The trial rental fee does not apply toward purchase. At the end of the trial period you have the choice of returning the instrument or beginning to rent on a month-to-month basis. In the case of band instruments, ownership passes to you when total rental payments equal the selling price plus tax (RMC payments do not apply toward purchase). For Baritones, French Horns, Oboes, and Tenor Saxes, see item #4 on below. The company will replace the smaller size stringed instrument with a new full size instrument when your child is ready (see item #3 below). A child who starts on a full size stringed instrument may convert to a new instrument after nine months.
3. Less than full size instruments are not for sale. When your child is ready for a full size instrument all of your rental payments will be applied toward the cost of the new instrument. Payment of the balance will be made in twelve monthly installments. If the balance is less than \$ 350.00, it will be paid in monthly installments of \$ 30.00 plus RMC and tax. The exact price of a new instrument will be determined at the time of trade. You will have a choice of models. Examples of current prices for Shen student model instruments with natural haired fiberglass bows are: Violin - \$ 1,075.00 & up; Viola - \$ 1,295.00 & up; Cello - \$ 1,495.00 & up.
4. Only used Baritones, French Horns, Oboes, and Tenor Saxes are rented initially. These instruments are not for sale. After twenty months the used horn will be exchanged for a new instrument. All rental for the twenty month period will apply toward the purchase of the new instrument and the balance will become payable in twelve monthly installments. You may continue to rent the used horn, but only seventy-five percent of any rental payments after first twenty months will apply toward purchase of the new horn. The cost of the new instrument will be determined at the time of exchange. Examples of current prices for name brand models are: Oboe - \$ 1,900.00 & up; Tenor Sax - \$ 2,070.00 & up; Single Horn - \$ 2,250.00 & up; Double Horn - \$ 3,530.00 & up; Baritone Horn - \$ 2,375.00 & up.
5. There will be a \$ 10.00 exchange fee charged for exchange of unlike instruments. This fee is payable at the time of exchange. The instrument given will be of equal age and condition of the returned instrument. No exchange will be made on an account that is past due.
6. You are responsible for an instrument until it is returned to our place of business. Phone for instructions if you are not certain how to return the instrument.
7. A late charge of 1 1/2% per month (annual rate of 18%) is assessed on late payments. A payment is considered late if not received within 15 days of the due date. A \$5.00 late fee notification charge will be assessed on each late notice mailed. If 60 days overdue, this agreement may be cancelled and the unpaid balance shall become due immediately. Past due payments and late charges do not apply toward the purchase of any instrument.
8. The company may repossess an instrument if there is any charge that is sixty days in arrears. Repossession terminates this agreement, but does not relieve you of any charges incurred before or after repossession (including legal fees).
9. In the event that the rental payments fall 30 days behind, we reserve the right to charge overdue payments (including late fees) to your credit card using information provided in this agreement.
10. The company has the right to refuse to lease an instrument based on the results of a credit investigation.
11. The company has the right to pick up the instrument at school at six month intervals to provide adjustments. Parental permission is not required for this service.
12. This contract cannot be assigned without written consent of John Keal Music Company, Inc. No portion of the trial fee or prepaid rent is refundable and instruments may not be exchanged except as provided for in this contract.
13. All repairs must be made by D&M MUSIC or John Keal Music Company, Inc. The company does not provide replacement drum heads, sticks, straps, mouthpieces, oil, grease, reeds, swabs, bow hair, strings, rosin, or other expendables. Nor does the company restore appearance, refinish scratches or repair minor dents that do not affect the performance of an instrument. **The company will pay for all repairs as long as your monthly rental and optional repair/maintenance payments (plus sales tax) are up to date.** If the account falls behind, you will be responsible for the over due lease payments and the cost of the repairs. If you opt not to have **repair/maintenance** protection, you must check the following box and place your initials in the space provided. I do not want to have **repair/maintenance** protection and understand that I will assume full responsibility for any repairs the instrument may need or the complete replacement cost of the instrument should it be damaged beyond repair. _____ (initials) The company will not cover repairs due to malicious damage. Purposeful defacing of the instrument or case may be billed to the renter upon return.
15. Instruments rented are not always new but may be exchanged for a new one. The request for this exchange must be made before monthly rental payments begin, though the exchange of instruments will not occur until the inventory is available. The new instrument prices are guaranteed through January 2008. A renter may still switch to a new instrument after that date but at the current year's pricing.
16. While your instrument is being repaired a loaner instrument can be supplied upon request (subject to availability). Please call in advance if a loaner instrument is desired.

EXAMPLES OF SOME NEW INSTRUMENT PRICES

Instrument	Rental-Purchase Price
ARMSTRONG CLARINET	\$ 700.00
PEARL DRUM KIT	399.00
ARMSTRONG FLUTE	765.00
PEARL PERCUSSION KIT	399.00
CONN OR KING ALTO SAXOPHONE	1,590.00
BACH OR KING TRUMPET	805.00
KING TROMBONE	805.00

Cash Price Now Thru 1/31/08

\$ 420.00
239.00
459.00
239.00
954.00
483.00
483.00

WE RENT INSTRUMENTS MADE BY:

YAMAHA®

Leblanc ®



Holton ®



Vito ®

Artley®

Armstrong

KING®

CONN®

We also have previously rented instruments that are like new, fully guaranteed and available at reduced prices. The same monthly rates and all cash discounts apply to these instruments.

SAVE WITH CASH DISCOUNTS

30% Off

The Balance Until June 2008

20 % Off

The Balance for the Remainder of 2008

Limited two year maintenance warranty on all instruments purchased within the first year.

Call for details.