

# D & M MUSIC

1367 Rte 44  
Pleasant Valley, NY 12569  
(845) 635-1120

OVER **41** YEARS  
OF EXPERIENCE

100% of rental payments apply toward purchase

Complete repair coverage



Affordable trial rates

Free school delivery & weekly service calls



## STEP 1 CHOOSE YOUR INSTRUMENT

All rental instruments will come in a case with all the accessories needed for the first few lessons. Lesson books, stands, and other accessories may be purchased separately in the payment box below.

**Easy 3-Step Form!**  
**Or Rent Online!**  
**dandmmusic.com**

<b>Tier 1 Instruments</b> <b>\$15.00</b> 4-MONTH TRIAL FEE less than \$4. per month !!		<b>Tier 2 Instruments</b> <b>\$45.00</b> 4-MONTH TRIAL FEE less than \$12. per month !!	
<b>Band</b> <input type="checkbox"/> Flute* <input type="checkbox"/> Clarinet* <input type="checkbox"/> Trumpet* <input type="checkbox"/> Trombone* <input type="checkbox"/> Drum Kit <input type="checkbox"/> Bell Kit	<b>Orchestra</b> <input type="checkbox"/> ¼ Violin <input type="checkbox"/> ½ Violin <input type="checkbox"/> ¾ Violin <input type="checkbox"/> Full Violin <input type="checkbox"/> 11" Viola <input type="checkbox"/> 12" Viola <input type="checkbox"/> 13" Viola <input type="checkbox"/> 14" Viola <i>All violins and violas come with a FREE sponge shoulder rest.</i>	<b>Band</b> <input type="checkbox"/> Alto Saxophone* <input type="checkbox"/> Combination Percussion Kit	<b>Orchestra</b> <input type="checkbox"/> 15" Viola <input type="checkbox"/> 15½" Viola <input type="checkbox"/> 16" Viola <input type="checkbox"/> ¼ Cello <input type="checkbox"/> ½ Cello <input type="checkbox"/> ¾ Cello <input type="checkbox"/> Full Cello
Renewal and regular monthly rate is \$32.00, plus \$5.00 repair protection fee, plus tax.		Renewal and regular monthly rate is \$48.00, plus \$6.00 repair protection fee, plus tax.	
<b>Tier 3 Instruments</b> <b>\$75.00</b> 4-MONTH TRIAL FEE less than \$19. per month !!		<i>D&amp;M never charges for exchanges, returns, or service calls.</i>	
<b>Band</b> <input type="checkbox"/> Oboe <input type="checkbox"/> Tenor Saxophone <input type="checkbox"/> French Horn <input type="checkbox"/> Baritone	<b>Orchestra</b> <input type="checkbox"/> ¼ Bass <input type="checkbox"/> ½ Bass Renewal and regular monthly rate is \$50.00, plus \$7.00 repair protection fee, plus tax.		
*New instruments are available for rent on a month to month basis. Please rent online or call for instructions.		<b>YOUR PAYMENT TRIAL FEE: - - &gt; \$</b> (from above) <b>LESSON BOOKS (choose one):</b> <b>Accent on Achievement:</b> <input type="checkbox"/> Woodwind or Brass \$ 12.96 <input type="checkbox"/> Percussion 18.37 <b>Essential Elements:</b> <input type="checkbox"/> Winds or String \$ 14.04 <input type="checkbox"/> Percussion 21.61 <input type="checkbox"/> Orig. String Version 8.63 <b>Sound Innovations:</b> <input type="checkbox"/> Woodwind or Brass \$ 10.80 <input type="checkbox"/> Percussion 16.20 <input type="checkbox"/> Std of Excellence 9.72 <input type="checkbox"/> Std of Exc. Enhanced 14.04 <b>Traditions of Excellence:</b> <input type="checkbox"/> Woodwind or Brass \$ 11.83 <input type="checkbox"/> Percussion 14.59 <b>OTHER ITEMS :</b> <input type="checkbox"/> Folding Music Stand \$ 16.21 <input type="checkbox"/> Instrument Care Kit \$ 15.12 <input type="checkbox"/> Sponge Shoulder Rest <b>FREE</b>	

## STEP 2 FILL IN COMPLETELY (Please Print)

Parent/ Guardian \_\_\_\_\_ Date of Birth \_\_\_\_\_

Parent/ Guardian \_\_\_\_\_ Date of Birth \_\_\_\_\_

Mailing Address \_\_\_\_\_ Home Phone # (\_\_\_\_\_) \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_ Other Phone # \_\_\_\_\_

e-mail address: \_\_\_\_\_ Have you rented from us before?  YES  NO

CHILD'S NAME (First & Last) \_\_\_\_\_ SCHOOL \_\_\_\_\_

EMPLOYER Parent/ Guardian \_\_\_\_\_ Parent/ Guardian \_\_\_\_\_

CREDIT CARD INFORMATION:  Visa  Master Card  American Express  Discover cvv \_\_\_\_\_

Name on card \_\_\_\_\_ Card # \_\_\_\_\_ Exp \_\_\_\_\_

Charge My Credit Card for the Monthly Rental Each Month until this Agreement is Terminated

Charge My Credit Card for the Total Initial Payment ONLY

**STEP 3 SIGN OUR AGREEMENT** I have read all of the terms & conditions on the front & back of this agreement. I agree to all terms & conditions. I understand that this agreement will automatically renew until it is cancelled or terminated by any means specified in this agreement, including but not limited to, my return of the instrument to D & M Music. I hereby authorize D & M Music to order a consumer report from a consumer credit reporting agency for purposes of investigating my credit standing.

Parent/ Guardian \_\_\_\_\_ Parent/Guardian \_\_\_\_\_

**Total Payment: \$**  
trial fee plus  
(all prices include tax)

## RENTAL TERMS & CONDITIONS

1. D&M Music is a branch of John Keal Music Co. Inc. with offices at 819 Livingston Avenue, Albany NY. The instrument you are renting is the sole property of John Keal Music Co., Inc. (the "Company"). You may not sell it or move it to another state. You must notify the Company of any change of address or phone number. An instrument is issued for an initial trial period. The trial rental fee is nonrefundable and cannot be applied toward any purchases. At the end of the trial period the customer may elect to rent on a monthly basis at the rates indicated on the front of this agreement with payment due in advance as set forth in Section 2 below.
2. You will receive a coupon booklet with the monthly payment and due date listed on each coupon, or a letter notifying you of the beginning of monthly credit card charges and the date of monthly billing by the Company going forward, if you selected the automatic billing option. All rental payments are due in advance. There are no refunds on rental monies paid. A payment is considered late if not received within 10 days after the due date. A \$5.00 late fee notification charge will be assessed for each month that a payment is late. This agreement may be terminated by the Company if payments are more than 60 days overdue, at which time the instrument must be returned to the Company immediately. If an account is turned over to a collection agency you will be responsible for collection fees and any legal fees.
3. In the event that a rental payment is 30 days late, we reserve the right to, and you hereby authorize the Company to, charge overdue payments (including late fees) to your credit card using information provided in this agreement.
4. The instrument you are renting is not for sale, however all of your rental payments (with the exception of the trial rental fee) may be applied toward the purchase of a new or used instrument of the same type. Title and Right of Possession of the rented instrument shall always remain with the Company. You may exchange it for another instrument, subject to availability and adjustment in rental price, at any time, as long as your rental payments are current. If you file for bankruptcy, the instrument must be returned and your rental obligation satisfied, as the instrument is the property of the Company.
5. For band instruments: when the total of your rental payments is nearing the cost of a new student-level instrument, the Company will attempt to contact you to let you know what your purchase options are. As long as your account is current and in good standing, all of your rental payments may be applied toward the purchase of a new instrument (or used, if available), or you can continue your rental on the then-current terms. You are under no obligation to purchase an instrument and may simply rent until you decide to return. While actual prices of new band instruments at the time of purchase cannot be anticipated, examples of current instrument full manufacturer's suggested retail price ("MSRP") are: Flute \$1040.00 & up, Clarinet \$1050.00 & up, Alto Sax \$2226.00 & up, Trumpet \$1158.00 & up, Trombone \$1282.00 & up, Drum/Bell Kit \$494.00 & up, Combo Percussion Kit \$840.00 & up.
6. For string instruments: when your child is ready for a full size instrument, as long as your account is current and in good standing, all of your rental payments may be applied toward the purchase of a new instrument, or you may continue renting a used full sized instrument. We do not sell used instruments or fractional size instruments. Payment of the balance may be made in twelve monthly installments. The actual price of new full size instruments cannot be anticipated, but current examples of full MSRP are (for student models with natural hair bows): Violin \$972.00 & up, Viola \$1152.00 & up, Cello \$1547.00 & up, String Bass \$3531.00 & up.
7. The Company may repossess an instrument if there is any charge that is 60 days in arrears. Repossession terminates this agreement but does not relieve you of charges incurred before or after repossession (including collection and legal fees).
8. The renter retains the right to terminate this agreement at any time by returning the instrument to the Company and informing the Company of such termination. If the instrument is returned, all payments made shall be considered rental payments for the use of the instrument and may not be used in the future toward the purchase of any instrument--the option to use your rental payments toward the purchase of an instrument shall be forfeited at the time the instrument is returned. You are responsible for an instrument until it is returned to our place of business. You must notify the Company of termination to arrange for return of the instrument in the event that you do not physically return the instrument to our place of business. You may do this one of three ways: calling #518-482-4405, requesting return on our website [johnkealmusic.com](http://johnkealmusic.com), or emailing a notice to [info@johnkealmusic.com](mailto:info@johnkealmusic.com). This agreement will be deemed terminated effective as of the date of such telephone/email notice so long as the instrument is returned to the Company within 10 days.
9. The Company reserves the right to refuse to rent an instrument based on the results of a credit investigation or a previous rental.
10. All repairs must be made by the Company. The Company does not provide replacement mouthpieces, reeds, swabs, straps, grease, oil, strings, rosin, drum heads, drumsticks, or other expendables free of charge or as part of the repair fee. The Company does not restore appearance or refinish scratches that do not affect the performance of an instrument. The Company will pay for reasonable repairs as long as your monthly rental and repair/maintenance payments are up to date. If the account is delinquent, you will be responsible for the overdue payments and the cost of the repairs. The Company will not cover repairs due to malicious or reckless damage.
11. The Company has the right to pick up the instrument at school at six month intervals to inspect it and provide adjustments. Permission of the renter is not required for this service.

### CUSTOMER OPTIONS

1. A customer may return an instrument and terminate this agreement at any time.
2. A customer may rent on a month-to-month basis. All of these rental payments may be applied toward the purchase of an instrument of the same type. See the terms above.

### BAND INSTRUMENT PURCHASE OPTIONS

- Convert to a purchase by June 2025 and save **40% OFF** the balance due.
- Convert to a purchase by January 2026 and save **25% OFF** the balance due.
- Convert to a purchase after January 2026 and save **10% OFF** the balance due.



**GET THE D&M MUSIC SERVICE ADVANTAGE!**  
**OUR D&M MUSIC EDUCATION REPRESENTATIVE MAKES A WEEKLY SERVICE CALL TO YOUR SCHOOL DISTRICT FOR YOUR CONVENIENCE.**

**FREE DELIVERY & PICK UP FOR INSTRUMENTS AND ORDERS THROUGHOUT THE SCHOOL YEAR.**  
**PUT US TO WORK FOR YOU TODAY!**

**GET THE D&M MUSIC QUALITY ADVANTAGE!**  
**QUALITY MAKES A DIFFERENCE!**

**OUR INSTRUMENTS ARE KID-TESTED AND TEACHER-APPROVED.**  
**WE RENT ONLY BRAND NAME INSTRUMENTS FROM RECOMMENDED MANUFACTURERS SUCH AS ARMSTRONG, BACH, BESSON, BUFFET, CANNONBALL, CONN, EASTMAN, GEMEINHARDT, HOLTON, JUPITER, KING, LEBLANC, SELMER, & YAMAHA.**

DEL. DATE \_\_\_\_\_  
 CONT. DATE \_\_\_\_\_  
 FIRST DUE \_\_\_\_\_ (+ tax)

FOR OFFICE USE ONLY