

2015 RENTAL AGREEMENT



John Keal Music Company

Locally owned and operated since 1930.

Parkwood Plaza, Rte 9
Clifton Park, NY 12065

819 Livingston Ave.
Albany, NY 12206

(518) 482-0344 (800) 544-6631 www.johnkealmusic.com

Experience the John Keal Music Service Advantage!



Free Weekly Delivery
to Your School

100% of Rental Applies
Toward Purchase



Complete Repair & Loss Coverage
Experienced On-Site Repair Shop
Free Loaners to all Rental Customers



Affordable Rates
Easy Payment Options
No Finance Charges

85
Years of
Partnership
with Music
Teachers,
Families, &
Students

STEP 1 FILL IN COMPLETELY (Please Print)

Father/ Guardian _____ Date of Birth _____
 Mother/ Guardian _____ Date of Birth _____
 Mailing Address _____ Home Phone # _____
 City _____ State _____ Zip _____ Other Phone # _____
 e-mail address: _____ Cell Work _____
 Have you ever rented from us before? YES NO

EMPLOYER & LOCATION

Father/ Guardian _____ Mother/ Guardian _____

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

CREDIT CARD INFORMATION

Visa Master Card
 Name on card _____ Card # _____ Exp _____
 Use My Card for the Total Initial Payment Use My Card for the Monthly Rental I prefer Paperless Billing (email address required)

STEP 2 CHECK INSTRUMENT CHOICE

<p>TYPE A INSTRUMENTS</p> <p>Band Instruments</p> <p><input type="checkbox"/> Flute <input type="checkbox"/> Clarinet <input type="checkbox"/> Trumpet <input type="checkbox"/> Trombone <input type="checkbox"/> Bell Kit <input type="checkbox"/> Drum Kit</p> <p>String Instruments</p> <p><input type="checkbox"/> 1/4 Violin <input type="checkbox"/> 11" Viola <input type="checkbox"/> 1/2 Violin <input type="checkbox"/> 12" Viola <input type="checkbox"/> 3/4 Violin <input type="checkbox"/> Junior Viola <input type="checkbox"/> Full Violin <input type="checkbox"/> Intermediate Viola</p>	<p>FOUR MONTH TRIAL PERIOD FEE:</p> <p>\$ 15.00</p> <p>regular monthly rental rate: \$ 32.00 plus \$ 4.00 repair protection fee & tax</p>
<p>TYPE B INSTRUMENTS</p> <p>Band Instruments</p> <p><input type="checkbox"/> Alto Sax <input type="checkbox"/> Combination Percussion Kit</p> <p>String Instruments</p> <p><input type="checkbox"/> Full Viola <input type="checkbox"/> 1/2 Cello <input type="checkbox"/> 1/8 Cello <input type="checkbox"/> 3/4 Cello <input type="checkbox"/> 1/4 Cello <input type="checkbox"/> Full Cello</p>	<p>FOUR MONTH TRIAL PERIOD FEE:</p> <p>\$ 44.00</p> <p>regular monthly rental rate: \$ 48.00 plus \$ 4.00 repair protection fee & tax</p>
<p>TYPE C INSTRUMENTS</p> <p>Band Instruments</p> <p><input type="checkbox"/> Oboe <input type="checkbox"/> French Horn <input type="checkbox"/> Tenor Sax <input type="checkbox"/> Baritone</p> <p>String Instruments</p> <p><input type="checkbox"/> 1/8 String Bass <input type="checkbox"/> 1/4 String Bass</p>	<p>TWO MONTH TRIAL PERIOD FEE:</p> <p>\$ 69.00</p> <p>regular monthly rental rate: \$ 50.00 plus \$ 5.00 repair protection fee & tax</p>

STEP 3 YOUR INITIAL PAYMENT

Payment required with rental agreement.

SET UP FEE - - - > \$ _____
 (from box on left)

LESSON BOOKS (choose one)

Accent on Achievement:

Woodwind or Brass + 9.71
 Percussion + 12.95

Breeze Easy + 8.59

Essential Elements:

Winds or String + 10.79
 Percussion + 18.35
 Old String Version (purple) + 5.94

Musical Magic + 7.51

Sound Innovations:

Woodwind or Brass + 9.71
 Percussion + 14.03

Standard... Enhanced + 11.34

Traditions of Excellence:

Woodwind or Brass + 11.83
 Percussion + 14.58

Your Musical Voyage + 12.00

OTHER ITEMS

Folding Music Stand + 12.00
 Instrument Care Kit + 12.00

STEP 4 SIGN I have read all conditions of this agreement on the front and back and agree to all terms and conditions. I hereby authorize John Keal Music Company to investigate my credit standing.

TOTAL INITIAL PAYMENT \$ _____

Father/ Guardian _____ Mother/ Guardian _____

1. The instrument you are renting is the sole property of JOHN KEAL MUSIC CO. You may not sell it or move it to another state. You must notify the company if you change address or phone. An instrument is issued for an initial trial period. This set up fee is nonrefundable and cannot be applied toward any purchases. At the end of this period the customer may elect to rent on a monthly basis at the rates indicated on the front of this agreement.

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 if you selected that option. All rental payments are due in advance. There are no refunds on rental monies paid. A late charge of 1½ % per month (annual rate of 18%) is assessed on late payments. A payment is considered late if not received within 10 days of 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 instrument must be returned immediately. If an account is turned over to a collection agency you will be responsible for collection costs.

3. The instrument you are renting is not for sale, however all of your rental payments 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 JOHN KEAL MUSIC CO., INC. You may exchange it for another instrument, subject to availability, at any time, as long as your rental payments are current. If you file for bankruptcy, the instrument must be returned or your rental obligation satisfied, as the instrument is the property of JOHN KEAL MUSIC CO, INC.

Band Instruments: Rental instruments are not for sale, but you may apply your rental payments toward the purchase of a new or used instrument of the same type. The balance of this instrument can be paid over time. Actual prices cannot be anticipated but examples of current prices are listed in the box below.

String Instruments: Rental instruments are not for sale. When your child is ready for a full size instrument, 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, subject to availability. (We do not sell used string instruments or fractional size instruments.) 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 tax and optional repair protection. The actual price of new full sized instruments cannot be anticipated, but current examples of prices are (for student models with natural hair bows): Violin - \$ 895.00 & up, Viola - \$ 1,095.00 & up, Student 'Cello \$ 1,295.00, Intermediate 'Cello \$ 1,995.00 & up, Student String Bass \$ 2,175.00 & up.

4. 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 legal fees).

5. 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 or given to us over the phone at any time during your rental.

6. The renter retains the right to terminate this agreement at any time by returning the instrument to the company. If returned, all payments made shall be considered rental. You are responsible for an instrument until it is returned to our place of business. Phone John Keal Music Co. to return the instrument.

7. The company reserves the right to refuse to rent an instrument based on the results of a credit investigation or a previous rental.

8. All repairs must be made by the company. The company does not provide replacement drum heads, sticks, straps, mouthpieces, oil, grease, reeds, swabs, 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 are up to date. If the account falls behind, you will be responsible for the overdue 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.

9. The company has the right to pick up the instrument at school at six month intervals to 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 purchase of a new or used instrument of the same type.

3. A customer may convert their rental to a purchase and take advantage of the discounts listed below:

convert to a purchase by June 2016
and save

40% Off the balance

convert to a purchase by January 2017
and save

25% off the balance

convert to a purchase anytime thereafter
and save

10% off the balance
or

SAVE MONEY

45% discount
for purchase NOW

with our

“Guaranteed Buy Back Plan”

*This offer is valid only thru 10/31/15

EXAMPLES OF NEW BAND INSTRUMENT PRICES

Valid through January 2016 (tax not included)

	RETAIL	CASH PRICE
FLUTE (Overseas).....	\$ 895.00	\$ 492.00
FLUTE (U.S. Made).....	1,014.00	558.00
CLARINET (Overseas).....	875.00	481.00
CLARINET (U.S. Made).....	1,179.00	648.00
ALTO SAX	1,679.00	923.00
TRUMPET (Overseas).....	1,015.00	558.00
TRUMPET (U.S. Made).....	1,183.00	650.00
TROMBONE (Overseas).....	1,082.00	595.00
TROMBONE (U.S. Made).....	1,275.00	701.00
DRUM KIT or BELL KIT	425.00	234.00
COMBO PERCUSSION KIT	690.00	380.00

(prices will be higher for instruments from some manufacturers)

We rent instruments made by:

Vito® EASTMAN®

YAMAHA®

Cannonball®

JUPITER.

Bach

KING®

Armstrong

SELMER

Holton®

CONN®

USED INSTRUMENTS ARE AVAILABLE AT REDUCED PRICES

DEL. DATE _____
CONT. DATE _____
VALUE _____

FOR OFFICE USE ONLY