

# D & M MUSIC

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

OVER **36** YEARS  
OF EXPERIENCE

100% of rental payments apply toward purchase

Complete repair coverage 



Affordable trial rates



Free school delivery & weekly service calls



Rent Online!  
dandmmusic.com

## 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.

<b>Tier 1 Instruments</b> <b>\$15.00</b> 4-MONTH TRIAL RENTAL less than \$4. per month !!		<b>Tier 2 Instruments</b> <b>\$45.00</b> 4-MONTH TRIAL RENTAL 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"/> ⅛ Cello <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 \$4.00 repair protection fee, plus tax.		Renewal and regular monthly rate is \$48.00, plus \$4.00 repair protection fee, plus tax.	
<b>Tier 3 Instruments</b> <b>\$75.00</b> 4-MONTH TRIAL RENTAL 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"/> ⅛ Bass <input type="checkbox"/> ¼ Bass	<b>YOUR PAYMENT TRIAL FEE: - - - \$</b> (from above) <b>LESSON BOOKS (choose one):</b> <b>Accent on Achievement:</b> <input type="checkbox"/> Woodwind or Brass \$ 9.71 <input type="checkbox"/> Percussion 12.95 <b>Suetta Premiere Performance:</b> <input type="checkbox"/> Woodwind or Brass \$ 10.75 <input type="checkbox"/> Percussion 21.57 <b>Essential Elements:</b> <input type="checkbox"/> Winds or String \$ 11.88 <input type="checkbox"/> Percussion 19.45 <input type="checkbox"/> Orig. String Version 5.94 <input type="checkbox"/> Musical Magic 7.51 <b>Sound Innovations:</b> <input type="checkbox"/> Woodwind or Brass \$ 9.71 <input type="checkbox"/> Percussion 14.02 <input type="checkbox"/> Std of Excellence 7.51 <input type="checkbox"/> Std of Exc. Enhanced 11.35 <b>OTHER ITEMS :</b> <input type="checkbox"/> Folding Music Stand \$ 12.00 <input type="checkbox"/> Instrument Care Kit \$ 12.00 <input type="checkbox"/> Sponge Shoulder Rest <b>FREE</b>	
Renewal and regular monthly rate is \$50.00, plus \$5.00 repair protection fee, plus tax.		<b>Total Payment: \$</b> <span style="border: 1px solid black; padding: 5px;">                    </span> set-up fee plus items for purchase <i>(all prices include tax)</i>	

## STEP 2 FILL IN COMPLETELY (Please Print)

Father/ Guardian \_\_\_\_\_ Date of Birth \_\_\_\_\_  
 Mother/ Guardian \_\_\_\_\_ Date of Birth \_\_\_\_\_  
 Mailing Address \_\_\_\_\_ Home Phone # (\_\_\_\_) \_\_\_\_\_  
 City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_ Other Phone # \_\_\_\_\_  
 Email address: \_\_\_\_\_  Cell  Work (\_\_\_\_) \_\_\_\_\_  
 Have you rented from us before?  YES  NO  
 CHILD'S NAME (First & Last) \_\_\_\_\_ SCHOOL \_\_\_\_\_  
 EMPLOYER  
 Father/ Guardian \_\_\_\_\_ Mother/ Guardian \_\_\_\_\_  
 CREDIT CARD INFORMATION:  Visa  Master Card  American Express  Discover cvv \_\_\_\_\_  
 Name on card \_\_\_\_\_ Card # \_\_\_\_\_ Exp \_\_\_\_\_  
 Use my card for the total initial payment  Use my card for the monthly rental

## STEP 3 SIGN OUR AGREEMENT

I have read all of the conditions on the front and back of this agreement and agree to all terms and conditions.  
I hereby authorize D&M Music to investigate my credit standing.

Mother/ Guardian \_\_\_\_\_ Father/Guardian \_\_\_\_\_

## RENTAL TERMS

1. D&M Music is a branch of John Keal Music Co., Inc with offices at 819 Livingston Avenue in Albany, NY. The instrument you are renting is the sole property of John Keal Music 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. This trial rental 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 payment is considered late if not received within 10 days of the due date. A \$5.00 late fee notification charge will be assessed on each late notice mailed. This agreement may be terminated if payments are more than 60 days overdue, at which point the instrument must be returned immediately. If an account is turned over to a collection agency you will be responsible for collection fees up to 30% of your balance due.
3. 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.
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 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.
5. For band instruments: when the total of your rental payments is nearing the cost of a new student-level instrument, our office will attempt to contact you to let you know what your purchase options are. You are under no obligation to purchase an instrument and may simply rent until you decide to return. While actual prices of instruments at the time of purchase cannot be anticipated, examples of current instrument prices are listed below.
6. For string instruments: 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. (We do not sell used instruments or fractional size instruments.) Payment of the balance may 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.
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 legal fees).
8. 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.
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 John Keal Music Co. or one of its affiliates. The company does not provide replacement mouthpieces, reeds, swabs, straps, grease, oil, strings, rosin, drum heads, drumsticks, or other expendables. Nor does the company restore appearance or refinish scratches 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.
11. 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.

## RENTAL 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 purchase an instrument by June 2020 and save **40% OFF** the balance due, after your rental credit is applied.

Convert to purchase an instrument by January 2021 and save **25% OFF** the balance due, after your rental credit is applied.

Convert to purchase an instrument after January 2021 and save **10% OFF** the balance due, after your rental credit is applied.

**BUY NOW AND SAVE !**  
Cash prices to the left show savings of 45% if you purchase now.

\_\_\_\_\_ VALUE \_\_\_\_\_ CONT. DATE \_\_\_\_\_  
\_\_\_\_\_ DEL. DATE \_\_\_\_\_

FOR OFFICE USE ONLY

NEW

### EXAMPLES OF BAND INSTRUMENT PRICES

valid through December 2019 (tax not included)

	RETAIL PRICE	CASH PRICE
FLUTE (Overseas).....	\$ 879.00	\$ 483.00
FLUTE (U.S. Made).....	1,124.00	618.00
CLARINET (Overseas).....	939.00	516.00
CLARINET (U.S. Made).....	1,244.00	684.00
ALTO SAX .....	1,499.00	824.00
TRUMPET (Overseas).....	1,050.00	578.00
TRUMPET (U.S. Made).....	1,312.00	722.00
TROMBONE (Overseas).....	1,166.00	641.00
TROMBONE (U.S. Made).....	1,346.00	740.00
DRUM KIT or BELL KIT .....	425.00	234.00
COMBO PERCUSSION KIT .....	693.00	381.00

We rent instruments made by:



**YAMAHA**

EASTMAN®



JUPITER

Cannonball®

Bach

KING

Gemeinhardt®

Armstrong

LEBLANC®

Selmer®

HOLTON®

E.G. Conn

USED INSTRUMENTS ARE AVAILABLE AT REDUCED PRICES

This rental offer is valid only thru 10/31/19