

# JOHN KEAL MUSIC

OVER **89** YEARS  
OF EXPERIENCE



John Keal Music is  
proud  
to be the recipient of the  
*Capital Region Living*  
2019 Best Music Store  
Award

819 Livingston Ave.  
Albany, NY 12206  
(518) 482-0344

Parkwood Plaza, Rte 9  
Clifton Pk, NY 12065  
(518) 371-4455

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!

[johnkealmusic.com](http://johnkealmusic.com)

### Tier 1 Instruments

**\$38.88** MONTHLY RENTAL

#### Band

- ☐ Flute
- ☐ Clarinet
- ☐ Trumpet
- ☐ Trombone
- ☐ Drum Kit
- ☐ Bell Kit

#### Orchestra

- ☐ ¼ Violin
- ☐ ½ Violin
- ☐ ¾ Violin
- ☐ Full Violin
- ☐ 11" Viola
- ☐ 12" Viola
- ☐ 13" Viola
- ☐ 14" Viola

All violins and  
violas come  
with a FREE  
sponge shoulder  
rest.

Renewal and regular monthly rate is \$32.00,  
plus \$4.00 repair protection fee, plus \$2.88 tax.

### Tier 2 Instruments

**\$56.16** MONTHLY RENTAL

#### Band

- ☐ Alto Saxophone
- ☐ Combination  
Percussion Kit

#### Orchestra

- ☐ 15" Viola
- ☐ 15½" Viola
- ☐ 16" Viola
- ☐ ⅛ Cello
- ☐ ¼ Cello
- ☐ ½ Cello
- ☐ ¾ Cello
- ☐ Full Cello

Renewal and regular monthly rate is \$48.00,  
plus \$4.00 repair protection fee, plus \$4.16 tax.

### Tier 3 Instruments

**\$59.40** MONTHLY RENTAL

#### Band

- ☐ Oboe
- ☐ Tenor Saxophone
- ☐ French Horn
- ☐ Baritone

#### Orchestra

- ☐ ⅛ Bass
- ☐ ¼ Bass

Renewal and regular monthly rate is \$50.00,  
plus \$5.00 repair protection fee, plus \$4.40 tax.

### JKM Reed Club

Join our reed club and  
receive a pack of 3 reeds  
at the beginning of every  
month. See the back for  
details.

## YOUR PAYMENT

RENTAL FEE: - - > \$

(from above)

LESSON BOOKS (choose one):

Accent on Achievement

☐ Woodwind or Brass \$9.71  
☐ Percussion 12.95

☐ Breeze Easy 8.63

Essential Elements

☐ Winds or String \$11.87  
☐ Percussion 19.43  
☐ Original String Version 5.94

Measures of Success

☐ Woodwind or Brass \$9.71  
☐ Percussion 18.30

☐ Musical Magic 7.51

Sound Innovations

☐ Woodwind or Brass \$9.71  
☐ Percussion 14.02

☐ Standard of Excellence 7.51

☐ Std. of Exc. Enhanced 11.34

Traditions of Excellence

☐ Woodwind or Brass \$11.82  
☐ Percussion 14.58

OTHER ITEMS :

☐ Folding Music Stand \$12.00

☐ Instrument Care Kit \$12.00

☐ JKM Reed Club \$

write in price from back of form

Total Payment: \$  
rental fee plus  
items for purchase

(all prices include tax)

## 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 # \_\_\_\_\_

e-mail address: \_\_\_\_\_ 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 John Keal Music to investigate my credit standing.

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

**RENTAL TERMS**

- 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 rented in a monthly basis at the rates indicated on the front of this agreement with payment due in advance.
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 for 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 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.
- CUSTOMER OPTIONS**
1. A customer may return an instrument and terminate this agreement at any time

## BAND INSTRUMENT PURCHASE OPTIONS

Convert to a purchase by June 2020 and save **40% OFF** the balance due.

Convert to a purchase by January 2021 and save **25% OFF** the balance due.

Convert to a purchase after January 2021 and save **10% OFF** the balance due.

**SAVE MONEY NOW** prices below show examples of 45% discount off retail pricing.

## 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.

**🎵 IKM REED CLUB 🎵**

Join our reed club and receive a pack of 3 reeds every month. Select strength and brand and add the price to the payment box on the front.

Clarinet:

☐ #2   ☐ #2½   ☐ #3   and   ☐ Rico   \$ 6.50\*  
or   ☐ Royal   \$ 8.00\*

Alto Sax:

☐ #2   ☐ #2½   ☐ #3   and   ☐ Rico   \$ 8.00\*  
or   ☐ Royal   \$ 9.50\*

\* Your credit card will be charged this amount each month. The reeds will be delivered to your child's school during our regular service call. The above prices are guaranteed through 2019. If there is an increase after that, you will be notified prior to any charges to your card.

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DEL. DATE

FOR OFFICE USE ONLY



## EXAMPLES OF BAND INSTRUMENT PRICES

valid through December 2019 (tax not included)

	<u>PRICE</u>	
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:*



FASTMAN®



**USED INSTRUMENTS ARE AVAILABLE AT REDUCED PRICES**

This rental offer is valid only thru 12/31/19