

JOHN KEAL MUSIC

OVER **90** YEARS

OF EXPERIENCE

100% of rental payments apply toward purchase



Complete repair coverage
Affordable trial rates



Free school delivery & weekly service calls



John Keal Music is proud to celebrate 90 years of support for music education. Many thanks to all of the musicians who have been part of our journey!

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

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

Rent Online! johnkealmusic.com

Easy 3-Step Form!

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.



We have been renting musical instruments to Salem families for more than 50 years!

Tier 1 Instruments

\$15.00 4-MONTH TRIAL RENTAL
less than \$4. per month !!

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 tax.

Tier 2 Instruments

Band

- ☐ Alto Saxophone*
- ☐ Combination Percussion Kit

Orchestra

- ☐ 15" Viola
- ☐ 15½" Viola
- ☐ 16" Viola
- ☐ ⅓ Cello
- ☐ ½ Cello
- ☐ ¾ Cello
- ☐ Full Cello

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

Tier 3 Instruments

\$75.00 4-MONTH TRIAL RENTAL
less than \$19. per month !!

Band

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

Orchestra

- ☐ ⅓ Bass
- ☐ ½ Bass

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

*New wind instruments are available for rent on a month to month basis. Please rent online or call for instructions.

JKM Reed Club

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



YOUR PAYMENT

TRIAL FEE: - - > \$ _____
(from above)

ITEMS FOR PURCHASE:

☐ **Lesson Book** \$ **7.00**
Standard of Excellence

☐ **Folding Music Stand** \$ **12.00**
sturdy metal construction
height-adjustable
includes carrying case

☐ **Instrument Care Kit** \$ **12.00**
instrument care instructions,
maintenance supplies, and pencil

☐ **JKM Reed Club** \$ _____
write in price from back of form

Total Payment: \$ _____
trial 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: _____ ☐ Cell ☐ Work (____) _____

CHILD'S NAME (First & Last) _____ Have you rented from us before? ☐ YES ☐ NO

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 _____

NOTICE TO CONSUMERS

You may cancel this agreement any time prior to midnight of the third business day after the delivery of your instrument. A copy of this agreement will be mailed to the address you have provided. Do not sign this agreement before you read it. Keep a copy of this agreement to protect your legal rights.

RENTAL TERMS

1. 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 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 (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.
- ### 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 2021 and save **40% OFF** the balance due.

Convert to a purchase by January 2022 and save **25% OFF** the balance due.

Convert to a purchase after January 2022 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.

 JKM 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 2020. If there is an increase after that, you will be notified prior to any charges to your card.

(+ tax)

CONTRACT NO.	CONTRACT DATE	VALUE
1	1/1/2018	1000000
2	2/1/2018	2000000
3	3/1/2018	3000000
4	4/1/2018	4000000
5	5/1/2018	5000000
6	6/1/2018	6000000
7	7/1/2018	7000000
8	8/1/2018	8000000
9	9/1/2018	9000000
10	10/1/2018	10000000
11	11/1/2018	11000000
12	12/1/2018	12000000
13	1/1/2019	13000000
14	2/1/2019	14000000
15	3/1/2019	15000000
16	4/1/2019	16000000
17	5/1/2019	17000000
18	6/1/2019	18000000
19	7/1/2019	19000000
20	8/1/2019	20000000
21	9/1/2019	21000000
22	10/1/2019	22000000
23	11/1/2019	23000000
24	12/1/2019	24000000
25	1/1/2020	25000000
26	2/1/2020	26000000
27	3/1/2020	27000000
28	4/1/2020	28000000
29	5/1/2020	29000000
30	6/1/2020	30000000
31	7/1/2020	31000000
32	8/1/2020	32000000
33	9/1/2020	33000000
34	10/1/2020	34000000
35	11/1/2020	35000000
36	12/1/2020	36000000
37	1/1/2021	37000000
38	2/1/2021	38000000
39	3/1/2021	39000000
40	4/1/2021	40000000
41	5/1/2021	41000000
42	6/1/2021	42000000
43	7/1/2021	43000000
44	8/1/2021	44000000
45	9/1/2021	45000000
46	10/1/2021	46000000
47	11/1/2021	47000000
48	12/1/2021	48000000
49	1/1/2022	49000000
50	2/1/2022	50000000
51	3/1/2022	51000000
52	4/1/2022	52000000
53	5/1/2022	53000000
54	6/1/2022	54000000
55	7/1/2022	55000000
56	8/1/2022	56000000
57	9/1/2022	57000000
58	10/1/2022	58000000
59	11/1/2022	59000000
60	12/1/2022	60000000
61	1/1/2023	61000000
62	2/1/2023	62000000
63	3/1/2023	63000000
64	4/1/2023	64000000
65	5/1/2023	65000000
66	6/1/2023	66000000
67	7/1/2023	67000000
68	8/1/2023	68000000
69	9/1/2023	69000000
70	10/1/2023	70000000
71	11/1/2023	71000000
72	12/1/2023	72000000
73	1/1/2024	73000000
74	2/1/2024	74000000
75	3/1/2024	75000000
76	4/1/2024	76000000
77	5/1/2024	77000000
78	6/1/2024	78000000
79	7/1/2024	79000000
80	8/1/2024	80000000
81	9/1/2024	81000000
82	10/1/2024	82000000
83	11/1/2024	83000000
84	12/1/2024	84000000
85	1/1/2025	85000000
86	2/1/2025	86000000
87	3/1/2025	87000000
88	4/1/2025	88000000
89	5/1/2025	89000000
90	6/1/2025	90000000
91	7/1/2025	91000000
92	8/1/2025	92000000
93	9/1/2025	93000000
94	10/1/2025	94000000

DEL. DATE _____

FOR OFFICE USE ONLY

EXAMPLES OF BAND INSTRUMENT PRICES

valid through December 2020 (tax not included)

FLUTE (Overseas).....	\$999.00	\$ 549.00
FLUTE (U.S. Made).....	1,199.00	659.00
CLARINET (Overseas).....	999.00	549.00
CLARINET (U.S. Made).....	1,244.00	684.00
ALTO SAX	1,499.00	824.00
TRUMPET (Overseas).....	1,161.00	639.00
TRUMPET (U.S. Made).....	1,376.00	757.00
TROMBONE (Overseas).....	1,309.00	720.00
TROMBONE (U.S. Made).....	1,376.00	757.00
DRUM KIT or BELL KIT	446.00	245.00
COMBO PERCUSSION KIT	636.00	350.00

We rent instruments made by:



YAMAHA

EASTMAN®

Cannonball®

Leinhardt®

Leblanc®

Holton

JUPITER

**Vincent
Bach**

Armstrong®

Selmer®

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USED INSTRUMENTS ARE AVAILABLE AT REDUCED PRICES

This rental offer is valid only thru 10/31/20