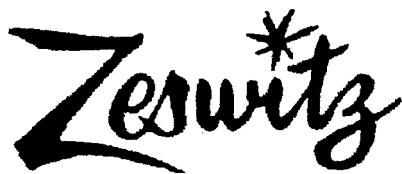


"RENEWABLE RENTAL AGREEMENT WITH OPTION TO PURCHASE"



Zeswitz Music

100 Gibraltar Road • Reading, PA 19606
 610.406.4300 or 1.877.480.8224
 Fax 610.898.8032
 www.ZeswitzMusicPA.com

A Division of Rayburn Musical Instrument Co., Inc

OVER 60 YEARS EXPERIENCE IN
 INSTRUMENT RENTALS
 "WE BRING OUR STORE
 TO YOUR SCHOOL"
 WEEKLY VISITS BY OUR SCHOOL
 SERVICE PROFESSIONALS

School District

**TRY ONE OF THE FOLLOWING INSTRUMENTS
 FOR A LOW COST 4 MONTH INTRODUCTORY TRIAL PERIOD**

GROUP A	GROUPS	GROUP C
THE TOTAL FEE FOR THE INITIAL RENTAL PERIOD IS \$40.00 (\$37.74 BASE RENTAL+ \$2.26 TAX) MONTHLY RENTAL THEREAFTER: \$27.36 + \$5.66 M&R + \$1.98 Tax= \$35.00	THE TOTAL FEE FOR THE INITIAL RENTAL PERIOD IS \$65.00 (\$61.32 BASE RENTAL+ \$3.68 TAX) MONTHLY RENTAL THEREAFTER: \$34.90 + \$7.55 M&R + \$2.55 Tax= \$45.00	THE TOTAL FEE FOR THE INITIAL RENTAL PERIOD IS \$79.00 (\$74.53 BASE RENTAL+ \$4.47 TAX) MONTHLY RENTAL THEREAFTER: \$45.28 + \$8.49 M&R + \$3.23 Tax= \$57.00
<input type="checkbox"/> Trumpet <input type="checkbox"/> Bell Kit <input type="checkbox"/> Trombone <input type="checkbox"/> Clarinet <input type="checkbox"/> Combo Perc.Kit <input type="checkbox"/> Flute <input type="checkbox"/> Drum Kit <input type="checkbox"/> Other	<input type="checkbox"/> Alto Saxophone <input type="checkbox"/> Oboe <input type="checkbox"/> Baritone Horn (Small) <input type="checkbox"/> Other	<input type="checkbox"/> Tenor Saxophone <input type="checkbox"/> French Horn <input type="checkbox"/> Baritone Horn (Large) <input type="checkbox"/> Other

REGISTER ONLINE AND RECEIVE A FREE NEW MUSIC STAND- zeswitzmusicpa.com

FREE MAINTENANCE AND REPLACEMENT COVERAGE (M&R) FOR THE TRIAL PERIOD
 100% BASE RENTAL FEES APPLY TOWARD OWNERSHIP OF THE INSTRUMENT PURCHASE
 THE INSTRUMENT AT ANY TIME AND SAVE 30% OFF THE UNPAID BALANCE FREE USE OF A
 LOANER INSTRUMENT WHILE THE RENTAL INSTRUMENT IS IN FOR REPAIR RETURN THE
 INSTRUMENT AT ANYTIME WITH NO FURTHER OBLIGATION
 FOR COMPLETE DETAILS ON THESE GREAT FEATURES, AND MORE, PLEASE SEE THE REVERSE SIDE.

AN INSTRUMENT WILL NOT BE ISSUED UNLESS ALL INFORMATION IS COMPLETED, CONTRACT IS SIGNED AND PAYMENT RECEIVED

PARENT LAST NAME (Please PRINT Clearly) _____ FIRST NAME _____
 Street Address _____ City _____ State _____ Zip Code _____

Parent License or Soc. Sec.# _____
CREDIT CARD INFO IS REQUIRED, REGARDLESS OF PAYMENT METHOD.
 Major Credit Card# (Circle one- VISA MC AMEX DISC) _____
 Home Phone _____ Exp. Date mm/yy _____ Cardholder Name _____
 Parent Work Phone Father (or) Mother _____
 I hereby authorize Zeswitz Music to charge my future rental payments to my credit card. **AUTO PAY OPTION**
 Signature _____

I HAVE READ BOTH SIDES OF THIS AGREEMENT AND AGREE TO ALL TERMS AND CONDITIONS. Parent Signature _____ Date _____
 Email _____
 STUDENT Last Name _____ STUDENT First Name _____ School _____

For Office Use Only: INSTRUMENT BRAND: _____ VALUE: _____ NEW <input type="checkbox"/> USED <input type="checkbox"/> DATE OF DELIVERY ____/____/____ SERIAL NUMBER: _____ SALESPERSONS NAME: _____	RENTAL FEE: \$ _____ BOOK: \$ _____ STAND: \$ _____ SHIPPING \$ _____ TOTAL PAID: \$ _____	METHOD OF PAYMENT: <input type="checkbox"/> CHECK# _____ <input type="checkbox"/> CREDIT CARD
--	--	---

INSTRUMENT PRICE LIST

INSTRUMENT	New	Like New	Used	INSTRUMENT	New	Like New	Used
Flute	\$824.00	\$732.00	\$640.00	Trombone	\$859.00	\$764.00	\$669.00
Clarinet	\$799.00	\$712.00	\$623.00	French Horn	\$2,340.00	\$2,080.00	\$1,820.00
Alto Sax	\$1,845.00	\$1,476.00	\$1,292.00	Baritone	\$2,268.00	\$2,016.00	\$1,764.00
Tenor Sax	\$1,962.00	\$1,744.00	\$1,526.00	Bell Kit	\$398.00	\$354.00	\$309.00
Oboe	\$1,999.00	\$1,779.00	\$1,557.00	Drum Kit	\$374.00	\$332.00	\$291.00
Trumpet	\$955.00	\$764.00	\$669.00	Combo Perc.Kit	\$591.00	\$525.00	\$459.00

Note: Previously rented instruments have been thoroughly shop-adjusted, sanitized, and carry a full warranty. All instrument brands are teacher-approved.

TERMS AND CONDITIONS

RENTING THE INSTRUMENT

1. There is a limit of one trial period per student per instrument.
2. After the trial period the instrument may be rented on a monthly basis. This is a Renewable Rental Agreement with the option to purchase.
3. Unless you are on auto-charge, you will receive an invoice before the end of the trial period. To renew the rental, send in payment by the due date, or renew online at www.zeswitzmusicpa.com. Customers paying over the phone with a credit card will be assessed a \$5.00 fee.
4. Zeswitz Music retains the title of ownership of the instrument during the rental period.
5. Rental fees will be charged up to the date of the instrument being purchased or returned (see info on purchasing and returning below).
6. Rental fees will not be prorated.
7. Rental agreements are not transferable.

RETURNING THE INSTRUMENT

WHEN: You may return the instrument whenever you wish with no further obligation to Zeswitz (assuming your account is current).

WHERE: You may return your instrument to your child's instrumental teacher in school, (if Zeswitz visits your child's school on a regular basis), to the Zeswitz Music Store, or to the authorized Zeswitz affiliate where you rented your instrument.

HOW: If you plan to return your instrument to the school, please give us a call in advance so we can notify our School Service Representative to pick it up on his/her next weekly visit to the school. Our representative will leave a receipt with the instrumental teacher and your account will be closed as long as rental payments are current. NEVER return your instrument by simply leaving it in your child's classroom. DO NOT return your instrument to the school's main office unless specific arrangements have been made. Note: If you are returning your instrument because your child is dropping out of the school instrumental program, please discuss this with your child's instrumental teacher first.

OTHER CONDITIONS: Rental fees will be charged up to the date your instrument is returned. Any past due and/or late fees will still be owed. No refunds will be given for a portion of a month which you did not use or have possession of your instrument (no pro-rating).

RENTAL PURCHASE OPTIONS

100% of the rental fees paid (excluding M&R and tax) for the trial period and subsequent monthly renewals will be applied toward purchase of the instrument or similar student model instrument (flute for flute, trumpet for trumpet etc.). You may purchase the instrument in one of two ways:

1. Full Term- when the rental fees paid (excluding M&R and tax) equal the initial value of the instrument you will automatically assume ownership of the instrument. You will be notified by mail that you own the instrument, and monthly invoicing will cease.
2. Early Payoff Option- at anytime during the life of the contract, you may purchase the instrument for a 30% discount off the unpaid balance.

If you would like to purchase a new similar student model instrument (flute for flute, trumpet for trumpet etc.), you may apply one year of rental payments toward that purchase.

MAINTENANCE AND REPLACEMENT (M&R) COVERAGE

1. Any damage or breakage to the rented instrument will be repaired to proper playing condition, without charge, unless caused by abusive conduct. Coverage does not apply to deterioration of appearance, which does not affect the performance of the instrument, such as scratches, minor dents and finish. Regular maintenance of the instrument is covered and encouraged. A loaner instrument will be provided at no charge upon notice (depending upon availability), as long as your account is current. If the instrument cannot be put into proper playing condition it will be replaced with an instrument of similar value, quality, and condition for no charge.
2. In case of loss through theft, or total destruction by fire, or accident, the instrument will be replaced with an instrument of equal value, quality, and condition for no charge. Theft must be reported to proper law enforcement authorities within 24 hours after discovery of loss, and receipt presented to Zeswitz within 14 days. All charges incurred up to the date of loss are still due and payable.
3. Excluded from coverage are expendable accessories such as reeds, oil, cork grease, etc.
4. Any claims for repair or replacement shall not alter or diminish the terms of the rental plan.
5. All repairs and/or replacement of rented instruments under this coverage, must be performed by Zeswitz Music or its authorized agent.

PAST DUE FEES

A late fee of \$10.00 will be assessed thirty days after the due date for every thirty days the account is in arrears. Zeswitz reserves the right to charge past due rental fees (including late fees) to your credit card using the information provided by you to Zeswitz. If the account becomes ninety days past due, the full value of the instrument shall become due, plus liability for all collection and legal costs incurred.

RETURNED CHECKS

A fee of \$25.00 will be assessed for any checks returned to Zeswitz Music for insufficient funds or non-payment.

EXCHANGE OPTION

The student instrument being rented may be exchanged at anytime during the rental period, providing the account is current. If you choose to exchange to a lesser expensive instrument, up to twelve months of previously paid rental fees shall be applied toward the purchase of the replacement instrument. Should a customer choose to exchange to a more expensive instrument, all rental fees shall be applied toward the purchase of the replacement instrument, but the difference in rental fees shall, at the discretion of Zeswitz Music, be due at the time of the exchange.

MEMBER: National Association of Music Merchants (NAMM) National
Association of School Music Dealers (NASMD)