



# CUSTOMER & SCHOOL BID PURCHASES

## **When a Customer Wants to Purchase an Instrument**

There are two types of customer purchase scenarios: The first is when the customer has already been renting an instrument through our program and wants to purchase the instrument ahead of the term indicated on the Equipment Rental Agreement.

This is an early-pay rental customer. In every circumstance, these customers should be referred to VIR Customer Service at 800-578-9724. Our staff will provide the customer with an accurate payoff amount (after factoring rent credit and any early-pay discount). The second purchase scenario will be the customer wanting to outright purchase an instrument (they are not active renters). If the customer is interested in an instrument we've provided your store as stock, simply call us with the Instrument ID Number and we will quote your net discounted cost (your cost). From there, you will add your profit and resell the instrument to the customer. If the desired instrument is not in your stock, call us to request at quote (please provide specific brands and/or model numbers).

## **When a School Wants to Purchase Product(s)**

Schools often invite retailers to bid on their instrument purchase and/or lease needs. Affiliates and/or participating schools must meet the following criteria & terms:

- Purchase orders must reflect the name VIR or Veritas Instrument Rental as the vendor and/or payee. Purchase orders with the affiliate's name listed as the payee will not be accepted.

An amendment may be considered whereas the affiliate may be listed as the vendor & payee when ALL of the following conditions are met (no exceptions):

- Payment-in-full to Veritas within 60 days (from time of product delivery to school) whether the school has paid the affiliate or not
- Affiliate is not in default of any missing inventory and/or invoices from Veritas beyond 60 days or an approved plan of reconciliation has been executed

Those affiliates and/or schools who can not meet the criteria mentioned above should strongly consider the various leasing programs offered by many of our instrument manufacturers. Conn-Selmer and Jupiter both have outstanding programs that are much more profitable and hassle-free than school bid purchases. Contact us at 80-578-9724 for additional information.