

Dear New Dealer,

Thank you for your interest in becoming a dealer with Southern Music Company. We have one of the largest inventories of printed music in the United States and we can supply all of your musical needs.

We can set up your account with one of the following three payment options:

1. payable upon receipt of a monthly billing statement;
2. payable with your MasterCard, VISA, American Express or Discover Card;
3. Cash on Delivery – we can ship all orders COD if you have not yet established credit.

There are two requirements that you must meet to maintain your dealer status with us. First, you must be a bona fide business establishment. Second, you must purchase a minimum of \$1,000 (retail value) per year.

We have enclosed two types of dealer discount options available on Southern Music Company publications as well as a New Issue enrollment form and an application form. We have also included an additional schedule outlining the discounts available on products from other publishers that we distribute. Please fill out the application in its entirety so that we may establish your account as efficiently as possible. If you have any questions, please do not hesitate to contact us. We look forward to doing business with you.

Thank you,

Arthur Gurwitz
President

SOUTHERN MUSIC COMPANY - DEALER APPLICATION

NAME OF BUSINESS: _____

ADDRESS: _____

CITY: _____ STATE: _____ ZIP: _____

TELEPHONE: _____ FAX: _____

EMAIL: _____ WEB: _____

Please list the name and address of the owners and/or officers of your business:

1. _____

2. _____

3. _____

4. _____

Please list three (3) trade references (company name, contact person, phone and fax):

Company: _____ Contact: _____

Phone: _____ Fax: _____

Company: _____ Contact: _____

Phone: _____ Fax: _____

Company: _____ Contact: _____

Phone: _____ Fax: _____

By completing this application you understand that you must purchase at least \$1,000 (retail value) worth of music per year and be a bona fide business establishment.

Signature of person completing application

Position

Date

Please print name of above signature

SOUTHERN MUSIC COMPANY

PUBLISHING DIVISION – TRADE POLICY - 2010

IMPROVED DISCOUNT SCHEDULE ON SOUTHERN MUSIC COMPANY PUBLICATIONS

Wholesale discounts on our own publications are granted to qualified dealers in sheet music who operate stores open to the public. Discounts fall into two categories: Class A and Class B, the details of which are given below. A separate schedule of jobbing discounts on music of other publishers is also available.

CLASS A DEALER for Southern Music Company Publications **only**

A **Class A Dealer** is a dealer in music who subscribes to our new issues in all categories that he or she normally stocks, maintains a representative stock of our publications, and displays and promotes our publications to his or her customers. Two stock orders per year are allowed (fall and spring) with a retail value of at least \$1,000 each; stock orders meeting the minimum value will receive the discount outlined below along with 90 days dating. A **Class A Dealer** will receive the following discounts:

	Daily Orders	Stock Orders New Issues
Sheet Music and Books	50%	55%
<small>(all Band, Orchestra, Choral and Instrumental music)</small>		

Exceptions:

Texts	40%
Recordings.....	net
Folios and Musidex filing materials	net

CLASS B DEALER for Southern Music Company Publications **only**

A **Class B Dealer** is one who does not subscribe to new issues and does not meet with our stock order requirements. A **Class B Dealer** will receive the following discounts:

	All Orders
Sheet Music and Books	33%
<small>(all Band, Orchestra, Choral and Instrumental music)</small>	

Exceptions:

Texts	25%
Recordings.....	net
Folios and Musidex filing materials	net

Dear Southern Music Company Customer:

We are enclosing a schedule of discounts in effect for customers who handle Southern Music Company publications. Please read carefully the requirements for qualifying for our best (Class A) discounts.

Please indicate the categories to which you wish to subscribe and the quantities of each in the blanks below. In this way, you will receive new issues only in the categories you regularly carry in stock and in the quantities you desire. Please note that new issues are not returnable.

Sincerely,
Publications Office

NEW ISSUE SUBSCRIPTION SCHEDULE

(for Southern Music Company publications only)

Effective Date: _____

To qualify for Class A Dealer discounts, you must subscribe in one of the following categories:

Supplemental categories:

____ Band

____ Vocal/Guitar

____ Orchestra and Strings

____ Textbooks

____ Woodwind

____ Choral

____ Brass

____ Percussion

Company Name: _____

Contact Name: _____

Address: _____

City/ST/Zip: _____

Phone/Email: _____

**DEALER DISCOUNT SCHEDULE
FOR MUSIC OF ALL PUBLISHERS
(See separate Discount Schedule for
Southern Music Company Publications)**

BOOK AND SHEET MUSIC DEPARTMENT

- 40%** discount - Mel Bay, Schaum
- 33%** discount - Most major publishers, except as noted below
- 20%** discount - Augsburg, Broadman / Holman / Genevox, Broude Brothers, Chordant, M. M. Cole, Charles Colin, Concordia, Charles Dumont, Dover, G. I. A., Henle, Hope, International, Edwin F. Kalmus, Musica Rara, Oxford, Summy, Word
- 15%** discount - Barenreiter -Verlag, Breitkopf & Hartel

**BAND AND ORCHESTRA MUSIC
DEPARTMENT**

- 33%** discount - Most Concert Band, Marching Band, Jazz Band and Orchestral Scores and Method Books except as noted below
- 20%** discount - Aebersold, Barnhouse(**scores only**), Dover, G. I. A., International, Edwin F. Kalmus, Oxford, Summy,
- 10%** discount - UNC Jazz Press , Manhattan Beach

CHORAL DEPARTMENT

- 33%** discount - Most major publishers, except as noted below
- 20%** discount - Alyr, Augsburg, Broude Brothers, Broadman, Concordia, Earthsongs, Foreign Music Distributors, G. I. A., Lillenas, Selah
- 15%** discount - Beautiful Star, Celebrations Unlimited, Jeffers Handbell Supply
- 10%** discount - UNC Jazz Press, Richmond Music Press

*Discounts are subject to change without notice.
There may be some exceptions within a publisher's catalog.
Please contact our business office if you have any questions about your discount.*