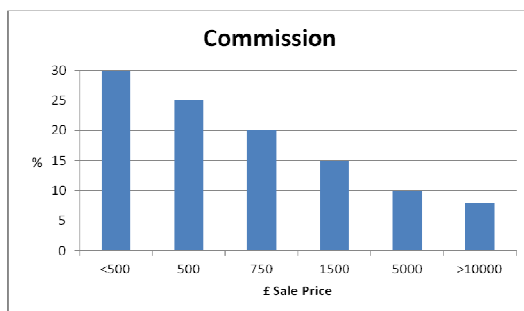


Terms of Business/Conditions of Sale

For Sellers:

1. Where there are multiple instruments to be sold (excluding pair of timpani, set of bells, etc), each one will be treated as a separate job and invoiced on completion.
2. Normal collection charges are applicable. Please contact Orchestral Percussion for current rates.
3. Instruments will be fully inspected prior to sale. Cleaning and minor repairs deemed necessary to bring an instrument into saleable condition will be undertaken and invoiced. Major work needed will be estimated and discussed with the vendor. Estimates are valid for 30 days.
4. Pre sale work will be invoiced when complete, prior to the sale of the instrument unless otherwise agreed.
5. Payment for pre-sale work is due 14 days from the invoice date (unless the instrument has already sold, in which case the costs will be deducted from the sale proceeds). Failure to comply with payment terms may incur the following charges:
 - a. Interest at the rate of 20% per annum accruing daily from the invoice date.
 - b. £30 in the event that any cheque is unpaid by the customer's bank.
 - c. Recovery of any debt collection costs.
6. All items are left at the owner's risk. Liability cannot be accepted for instruments transported by third parties.
7. The selling price will be agreed between the vendor and Orchestral Percussion including any reserve price. The selling price will then be advertised whilst the reserve price remains confidential between the vendor and Orchestral Percussion.
8. For each instrument sold there is a fixed charge of £70.
9. A variable percentage of the sale price will be charged as commission and deducted from the sale proceeds (see table below).



10. There will be a storage charge for instruments of £2.29 per square metre, per week. Charges will accrue daily from the arrival date or the pre-sale work invoice date, whichever is the later. This charge will be deducted from the sale proceeds.
11. Offers and negotiations between potential buyers and Orchestral Percussion are confidential.
12. In the unlikely event that an instrument is not selling, authorisation will be sought first for reductions in the selling price and subsequently disposal through an auction house. Any costs associated with an auction will be deducted from the sale proceeds.
13. Once the instrument is sold, the vendor will be sent a statement with a cheque.