

THE



LIFETIME WARRANTY

BUYING A HI-FI IS A MAJOR INVESTMENT, CERTAINLY YOU ARE PURCHASING SPECIFIC PRODUCTS, BUT MOREOVER, WHEN YOU BUY FROM WES YOU ARE BUYING A LIFETIME OF MUSICAL ENJOYMENT. SO BEFORE YOU LOOK AT OUR RECOMMENDED SYSTEMS, A WORD ABOUT OUR WARRANTY — THE POLICIES WE USE TO ASSURE YOUR SATISFACTION.

PURCHASING A WES RECOMMENDED SYSTEM IS ONLY THE BEGINNING, AFTER ALL, YOU MAY HAVE A PROBLEM; YOU MAY WANT TO TRADE A SPECIFIC PIECE OF EQUIPMENT TO UPGRADE YOUR SYSTEM; YOU MAY WANT CREDIT. YOU WILL WANT OUR REAL-FINE SERVICE, OUR POLICIES AND WARRANTY HAVE BEEN DESIGNED TO ANTICIPATE EVERY PROBLEM THAT MAY ARISE, GIVING YOU, THE CUSTOMER, THE BENEFIT OF A DOUBT.

1 ONE YEAR SPEAKER PROTECTION PLAN: During the first year we will allow your full recommended system purchase price towards any more expensive speaker we carry, provided your speakers are in new condition and you have retained the original packing materials and paperwork. Reductions must be made for cabinet damage.

2 ONE WEEK OVER-THE-COUNTER EXCHANGE: In the first seven days if any recommended component fails to operate properly, WES will replace it with a new one provided the defective component has not been physically abused and is a current model. Returned equipment must be in new original condition with all packing material, accessories, instruction books, warranty card, etc.

3 THIRTY DAY EQUIPMENT ADJUSTMENT PROGRAM: If after purchasing a system, you are unhappy with some of the recommended equipment, bring it back. WES will exchange it (crediting you for your full purchase price) for any comparable piece of equipment you desire. Returned equipment must be in new original condition with all packing material, accessories, paperwork, etc.

4. FREE LIFETIME WARRANTY: If a system fails to work properly after the exchange period, WES will repair it with no charge for parts— FOREVER! FOR THREE YEARS WES WILL REPAIR ALL ELECTRONICS AND SPEAKERS AT NO CHARGE FOR LABOR. FOR ONE YEAR WES WILL REPAIR TAPE DECKS AND TURNTABLES AT NO CHARGE FOR LABOR. WES's warranty does not cover the cartridge, stylus, tape recorder heads, or any other items subject to wear such as belts. The warranty does not cover equipment that has not been properly registered with the manufacturer or equipment subjected to abuse or accidental damage.

5. FREE DELIVERY AND INSTALLATION: We will be happy to deliver and install your system and make sure it works correctly, and we'll try to do it the same day you purchase your system. (If it's not perfect we are going to replace the defective component for you anyway). We want your system functioning properly the first time. At the same time we'll show you how to do it properly in case you move or decide to relocate your set to another location in your home. Cables and speaker wire are included automatically in the price.

6. SERVICE HOTLINE: If you are having minor difficulty with your system, but can't seem to square it away, call and ask for SERVICE HOTLINE. The best hi-fi equipment will occasionally need attention. You'd be surprised how often we can correct the trouble by phone—and it costs you nothing.

7. SATISFACTION GUARANTEED: We can't conceive why, but we have a Complaint Department— It's one of the owners of the company, Henry Parks (814-238-0507). Your reasons for unhappiness will be taken care of promptly.

8. LIFETIME PROTECTION PLAN: Years from now, if you are unsure of your system's performance, we will be glad to test your entire system free of charge; and if it is not performing properly any defective part will be replaced at no charge for the part. Labor will be our normal low labor rates.

8. OVERSEAS SHIPPING AND CONVERSION: WES will convert your equipment at no charge to 220 volts and 50Hz., if technically possible, and ship to any destination in the world. Shipping and handling charges are to be paid by the owner, of course. We can recommend certain manufacturers that maintain world-wide parts and service stations and are easily adaptable to foreign currents.

10 REASONABLE PAYMENT PLAN: WES accepts BankAmericard and Master Charge. We can probably obtain low cost instant financing for you through our own credit plan at lower interest rates than back cards or finance companies. With a minimum down payment and proper identification we can usually OK financing for most systems within five minutes through our INSTANT VERIFICATION so you can take the system or component right with you. For credit extensions over \$400, we usually request a 24 hour period for a more complete credit check. We are very proud of our interest rates which are extremely low. For example, if you were to purchase a \$450 system, the service charge would be less than \$9.00 over a three month period.

11. LIBERAL TRADE-IN POLICY: WES specializes in trade-ins. We allow you exactly what we believe we can reasonably resell the equipment for, plus a small percentage to cover a complete overhaul and warranty that we offer with most used equipment. We can't allow more, because we are not in business to lose money, nor can we in good conscience sell it for more than it's worth.

12. ALL ACCESSORIES FREE: When you buy a recommended system from WES, all cables, speaker wire, cassettes of tape and a record or tape-cleaning device will be supplied at no additional cost.

13. LOANER PIECES: If at any time you purchase a complete system and we are temporarily out of stock on an item, we will loan you a piece of equipment of similar value, often a floor model of the same unit you are buying, until your new factory sealed unit arrives.

14. ALL NEW, ALL NAME BRAND MERCHANDISE: If you are new in stereo you may be confused by the hundreds of different brands that you may hear in audio stores. Many of them are legitimate brand names backed up by nationwide service. However, some unscrupulous dealers promote "famous" names that often are selected to sound like major manufacturers in name and logo style. It is sold at highly inflated list prices with huge discounts, usually at high profit margins for the dealer. Often this equipment is second rate, low quality merchandise that is not comparable to the name brand at the same price. WES will only sell nationally retailed equipment that you won't get "stuck with" for service or for trade-in value. If we do sell a store brand, we do it to give you a substantial price reduction and fully disclose the fact we are doing so. Also, many large warehouse sales outlets retail merchandise that is classed as seconds, repacks, etc., which they purchase at reduced prices. Some of this merchandise is of new quality, but much of it isn't. You'll only find out if you get stuck with it. WES sells only new first quality equipment with the full manufacturer's warranty. If we offer manufacturer's seconds (as on speakers) we fully disclose this to you before you purchase the items.

15. THE FIVE DAY MONEY BACK GUARANTEE: If after purchasing your system from us you decide it doesn't fit your needs, or it for any reason you want to return the equipment (in perfect condition), with all cartons, paperwork, warranty cards, etc., do so, and for the first five days after purchase receive your purchase price back. ASAP.

These policies apply to the recommended systems.

The original sales receipt MUST accompany any return, adjustment or service request.

Warranties are only valid to the original purchaser and are not transferable.

COVERS EVERYTHING, AND THEN SOME.

YOU CAN NOT MAKE A MISTAKE WHEN YOU BUY FROM WES-WATSON EQUIPMENT SALES