



CONTRACT RENEWAL LETTER

Date: August 14, 2020
Contract #: UCPJMU5648
Service: Musical Instruments
Renewal Period: 11/1/2020 to 10/31/2021
Renewal #: 1 of 9 One-Year
Issued By: James Madison University
Dana Simmers, Buyer Senior

Ph: 540-568-5113
Fx: 540-568-7935

Contractor: National Educational Music Company (NEMC)
1181 US Route 22, BOX 1130
Mountainside, NJ 7092

Contract Administrator: Scott Ridders, Band

Description of Renewal Notice:


In accordance with the renewal provision of the original contract all terms, conditions, and specifications of the original contract remain the same during the contract renewal period, along with any modifications that have been incorporated up until this point. The contract pricing will remain the same and is attached to this renewal. Additionally, pursuant to this renewal the following is added to the contract:

- **INDEMNIFICATION:** Contractor agrees to indemnify, defend and hold harmless the Commonwealth of Virginia, its officers, agents, and employees from any claims, damages and actions of any kind or nature, whether at law or in equity, arising from or caused by the use of any materials, goods, or equipment of any kind or nature furnished by the contractor/any services of any kind or nature furnished by the contractor, provided that such liability is not attributable to the sole negligence of the using agency or to failure of the using agency to use the materials, goods, or equipment in the manner already and permanently described by the contractor on the materials, goods or equipment delivered.

All invoices shall be submitted within sixty days of contract renewal term expiration as well as for each subsequent contract renewal period. Any invoices submitted after the sixty day period will not be processed for payment.

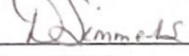
Return one executed renewal notice to my attention within ten days.

**National Educational Music Company
(NEMC)**

By: 
MATTHEW J GRIFFITH
Name (print)

DIRECTOR OF SALES 8/14/2020
Title Date Signed

James Madison University

By: 
Dana Simmers, CUPO
Name (print)

Buyer Senior 08/14/2020
Title Date Signed



Contract #: UCPJMU5648

Contractor: National Educational Music Company (NEMC)

Renewal Period: 11/1/2020 - 10/31/2021

Commodity: Musical Instruments

1. Contractor shall provide percentage discounts from 0-72% on items found on Contractor's website. (percentage discount will vary by item, instrument, model & manufacturer) Attached is NEMC Discounts off MSRP for common manufacturers and vendors

2. Contractor shall waive all shipping costs when products ship directly from NEMC.

3. Contractor shall pass on exact freight charges on manufacturer orders to the Purchase Agency as applicable.

4. Contractor shall waive all restocking and shipping fees for damaged or defective products.

5. Contractor shall not bill Purchasing Agency restocking fees on returns/exchanges for un-used product(s) returned within 60 days.

6. Contractor shall charge a 15% restocking fee for used or un-used products returned after 60 days.

7. Services for on-site consultation, to include travel, shall be of no additional cost to James Madison University.

8. Contractor shall not bill the Purchasing Agency charge card processing fees.

9. All deliveries made to the Purchasing Agency shall be FOB destination.

10. Payment shall be made to the Contractor in accordance with the Code of Virginia, §2.2-4347 through 2.2-4354, Prompt Payment Act.

11. The Contractor has disclosed all potential fees. Additional charges will not be accepted.

NEMC discounts off MSRP

Manufacturer	NEMC discounts off MSRP
Yamaha Winds	30% off
	Custom tubas
	Custom bassoons
	700-800 series flutes
	800 series French horns
	Custom trumpets YTR 9710, 9825, 9835, 988.
	45% off
	YAS 26 all
	YAS 62 all
	YAS 480 all
	YCL 450 all
	YBB 321 all
	YBB 641
	YEP 201/202 all
	YFB 621 all
	YFL 600 series all
	YHR 300 series all
	YHR 500 series all
	YSL354V all
	YTS 26 all
	YTS 62 all
	YTS 480 all
	50% off
	YCL CSG series
	YFL 200 series all
	YFL 300 series all
	YFL 400 series all
	YFL 500 series all
	YPC 32
	YPC 62
	YSL 354 C/SC
	YTR 2300 series all
	YTR 4300 series all
	ALL other Yamaha models are 40% off.
Conn Selmer Band & Orchestra	Student Models: 60% off student model flute, clarinet, alto sax, tenor sax, trumpet, trombone. 40% off all Selmer student Prelude models. 45% off Selmer student background models (oboe, Bass Clarinet, baritone sax, French Horn, Baritone/Euphonium)
Conn Selmer Band & Orchestra	Step-Up/Advanced/Professional Models: 50% off woodwind & brass Step-Up/Advanced models. 40% off Professional brass models.
Conn Selmer Band & Orchestra	65% off all string models (Student & Step-Up/Advanced)
Jupiter Winds (KHS America)	50% off entire price list. Exceptions - 65% off the following student model instrument types (flute, clarinet, alto sax, trumpet, trombone, snare/combo kits)
Majestic/Mapex Percussion (KHS America)	50% off entire price list. Exceptions - 30% off all timpani drums and sets.
Ludwig-Musser Percussion	45% off
Gemeinhardt	55% off flutes; 52% off piccolos
F.E. Olds	72% off standard student models (flute, clarinet, alto/tenor sax, trumpet, trombone). 50% off student percussion kits. 55% off student oboe; 50% off student bass clarinet; 62% off student piccolo. 65% off student brass background instruments. 55% off all intermediate instrument models.
Buffet	50% off student & E11; 45% off MSRP - Buffet Pro/Perf Clarinets, Keilworth saxes, all double reeds, Sonare/Powell flutes. 40% off MSRP - B&S Challenger brass, Hans Hoyer french horns, Besson Performance brass. 35% off MSRP Meinl Weston euphoniums. 50% off MSRP Buffet student clarinets, and E-11 model. 45% off MSRP Buffet student saxes & Besson student brass.
P Mauriat	40% off
Dakota Phaeton	44% off
D'Addario	55% off all strings (includes Preludes)
	53% off all reeds; 50% off all other products
Evans	55% off all items
Pearl Marching & Concert Percussion	45% off
Pearl Combo Percussion	45% off
Vandoren	55% off
Denis Wick	54% off
Jones	45% off