



## CONTRACT RENEWAL LETTER

**Date:** July 19, 2021  
**Contract #:** UCPJMU5648  
**Service:** Musical Instruments  
**Renewal Period:** 11/1/2021 to 10/31/2022  
**Renewal #:** 2 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)  
1110 Centennial Ave., Ste. 2  
Piscataway, NJ 08854  
**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 previous contract pricing and product discount sheet is hereby replaced with the pricing and product discount sheet attached to this renewal.

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 7/26/2021  
Title Date Signed

**James Madison University**

**By:**   
Dana Simmers, CUPO  
Name (print)

Buyer Senior 7/26/21  
Title Date Signed



**Contract #:** UCPJMU5648

**Contractor:** National Educational Music Company (NEMC)

**Renewal Period:** 11/1/2021 - 10/31/2022

**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**

<b>Manufacturer</b>	<b>NEMC discounts off MSRP</b>
Yamaha Winds	<b>30% off</b>
	Custom tubas
	Custom bassoons
	700-800 series flutes
	800 series French horns
	Custom trumpets YTR 9710, 9825, 9835, 988.
	<b>45% off</b>
	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
	<b>50% off</b>
	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
	<b>ALL other Yamaha models are 40% off.</b>
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 - 45% off on all Majestic Mallet Percussion items (Marimbas, Vibraphones, Xylophones, Concert Bells, Chimes). 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