



CONTRACT RENEWAL LETTER

Date: August 02, 2022
Contract #: UCPJMU5648
Service: Musical Instruments
Renewal Period: 11/1/2022 to 10/31/2023
Renewal #: 3 of 9 One-Yr
Issued By: James Madison University
 Jeremy Good, Buyer Senior
 Ph: 540-568-3131
 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 GRIFFITH
 Name (print)

DIRECTOR OF SALES 8/3/22

 Title Date Signed

James Madison University

By: 

 Jeremy Good,
 Name (print)

Buyer Senior 8/2/22

 Title Date Signed



Contract #: UCPJMU5648

Contractor: National Educational Music Company (NEMC)

Renewal Period: 11/1/2022 - 10/31/2023

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 |

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| | YHR 300 series all |
| | YHR 500 series all |
| | YSL354V all |
| | YTS 26 all |
| | YTS 62 all |
| | YTS 480 all |
| | |
| | 50% off |
| | YCL CSG series |
| | YCL 255 |
| | YCR 2310 all |
| | YFL 200 series all |
| | YFL 300 series all |
| | YFL 400 series all |
| | YFL 500 series all |
| | YPC 32 |
| | YSI. 354 C/SC |
| | YTR 2300 series all |
| | YTR 4300 series all |
| | ALL other Yamaha models are 40% off. |
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| Conn Selmer Band & Orchestra | 60% off all student woodwind & brass & string instrument models; 40% off all step-up and professional woodwind & brass instrument models; 50% off all step- up and advanced string instrument models; 30% off on select Selmer Paris & Leblanc professional models (contact NEMC to confirm) |
| Conn Selmer Accessories | 48% off Conn Selmer Woodwind accessory items |
| | Exception - all Legere reeds 30% off MSRP |
| | 45% off Bach Brass accessory items |
| | 50% off Ludwig drum heads only |
| | 40% off Ludwig sticks/mallets only |
| | Any other items in this tab, contact NEMC for price |
| | Strings accessories: Contact NEMC for price |
| | 45% off Manhasset items only (MAP items) |
| | Any other non-Conn Selmer or Bach items, contact NEMC for price |
| Jupiter Winds (KHS America) | 50% off entire price list. Exceptions - 65% off the following STANDARD model instrument types (flute, clarinet, alto sax, tenor sax, trumpet, cornet, trombone, French horn, snare/combo kits) |
| Majestic/Mapex Percussion (KHS America) | 50% off Majestic Gateway Series instruments only. 45% off all Majestic Mallet and Field Percussion instruments. 30% off all timpani drums and sets. |
| Ludwig-Musser Percussion | 45% off all Ludwig & Musser concert & marching percussion instruments; 30% off all Musser Ultimate accessory items |
| F.E. Olds | 70% off standard student models (flute, clarinet, alto/tenor sax, trumpet, trombone). |
| Buffet | 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. |
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| | 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) |

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| | 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 | 54% off |
| Denis Wick | 54% off |
| Jones | 54% off |
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