JAMES MADISON UNIVERSITY.

CONTRACT RENEWAL LETTER

Date:	August 17, 2026
Contract #:	UCPJMU5648
Service:	Musical Instruments
Renewal Period:	11/1/2026 to 10/31/2027
Renewal #:	7 of 9 One-Yr
Issued By:	James Madison University Adriana Mariscal, Buyer Senior — Ph: 540-568-7523 Fx: 540-568-7935
Contractor:	National Educational Music Company (NEMC) 1110 Centennial Ave., Ste. 2 Piscataway, NJ 08854
Contract Administrator:	Scott Rikkers, 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.

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 8/25/26

Title *Date Signed*

James Madison University

By: _____

Adriana Mariscal,

Name (print)

Buyer Senior 8/25/2026

Title *Date Signed*

Contract #: UCPJMU5648
Contractor: National Educational Music Company (NEMC)
Renewal Period: 11/1/2026 - 10/31/2027
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 105 all
	YBB 201/202 all
	YBB 321 all
	YBB 621/632/641 all
	YBH 301 all

	YBS 480/62 all
	YEP 201/202/211 all
	YFB 621 all
	YFL 600 series all
	YHR 300 series all
	YHR 500 series all
	YPC 62 all
	YSL 354V all
	YSL 800 series all
	YSS 475 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
	YSL 354 C/SC
	YTR 2300 series all
	YTR 4300 series all
	ALL other models are 40% off.
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 MSRP. Exceptions - 65% off MSRP on the following STANDARD model instrument types (flute, clarinet, alto sax, tenor sax, trumpet, cornet, trombone). 43% off MSRP for all background brass (French horn, baritone/euphonium, tuba/sousaphone)
Majestic/Mapex Percussion (KHS America)	50% off Majestic Gateway Series instruments only. 44% off all Majestic Mallet and Field Percussion instruments, and timpani. 60% off MSRP on Mapex student percussion kits. 55% off MSRP on Mapex marching percussion; 40% off MSRP on Mapex marching hardware.

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). 55% off student oboe; 55% off student bass clarinet; 65% 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. 45% off MSRP Buffet student saxes & Besson student brass. 40% off MSRP - B&S Challenger brass, Hans Hoyer french horns, Besson Performance brass. 35% off MSRP Meinl Weston euphoniums.
P Mauriat	40% off
Dakota Phaeton	44% off
D'Addario	55% off all strings (includes Preludes)
	D'Addario Woodwinds - 53% off all reeds; 52% off all other products
Evans	55% off all items
Pearl Marching & Concert Percussion	45% off
Pearl Combo Percussion	45% off
Vandoren	52% off
Denis Wick	50% off
Jones	46% off
Zildjian/Vic Firth/Mike Balter	35% off Zildjian; 48% off VF sticks, 40% off VF mallets/other items; 30% off Mike Balter
Sabian	52% off
Protec cases	40% off
Glasser bows	30% off