



## CONTRACT RENEWAL LETTER

**Date:** August 14, 2020  
**Contract #:** UCPJMU5650  
**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:** Washington Music Center Inc.  
11151 Veirs Mill Road  
Wheaton, MD 20902

**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 previous contract pricing schedule is hereby replaced with the pricing schedule 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.

**Washington Music Center Inc.**

**By:**

*[Signature]*  
John R. 2460005

Name (print)

Title

Date Signed

**James Madison University**

**By:**

*[Signature]*  
Dana Simmers, CUPO

Name (print)

Buyer Senior

Title

08/14/2020

Date Signed



Contract #: UCPMU5690

Contractor: Washington Music Center, Inc.

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

Commodity: Musical Instruments

1. Contractor's pricing schedule for the Purchasing Agency is attached.
2. Contractor shall waive all standard shipping costs to the Purchasing Agency.
3. Contractor shall pass on exact freight charges for rush orders to the Purchasing Agency as applicable.
4. Contractor shall waive all restocking and shipping fees for damaged or defective products. Purchasing Agency shall notify the Contractor and delivery company to arrange for a damage inspection to take place within seven (7) calendar days of receiving damaged products.
5. Purchasing Agency shall pay a 20% restocking fee for exchanges/returns and shall be responsible for paying return shipping costs.
6. Contractor shall guarantee product service repairs for ninety (90) days.
7. Purchasing Agency shall pay a 3% processing fee for charge card transactions.
8. All deliveries made to the Purchasing Agency shall be FOB destination.
9. Payment shall be made to the Contractor in accordance with the Code of Virginia, §2.2-4347 through 2.2-4354, Prompt Payment Act.
10. The Contractor has disclosed all potential fees. Additional charges will not be accepted.

Pricing Schedule

Manufacturer/Brand, being offered Include discounts for Manufacturer's Discounts, Product Category Discounts, Parts & Accessories, add rows if necessary for different manufacturers:		Type of products	Discount off of MSRP	Volume Discount, if applicable	Rush Charges	Warranty Period (90 Days, 1 Years)
ARMSTRONG STUDENT & STEP UP		PICCOLO	47%	NONE	CALL FOR QUOTE	RFP#DMS- 1051 5 YEARS
ARMSTRONG STUDENT		FLUTE	51%	NONE	CALL FOR QUOTE	5 YEARS
ARMSTRONG STEP UP		FLUTE	47%	NONE	CALL FOR QUOTE	5 YEARS
EMERSON STUDENT		PICCOLO	51%	NONE	CALL FOR QUOTE	5 YEARS
EMERSON STEP UP		PICCOLO	50%	NONE	CALL FOR QUOTE	5 YEARS
EMERSON		FLUTE	50%	NONE	CALL FOR QUOTE	5 YEARS
EMERSON STEP UP		FLUTE	50%	NONE	CALL FOR QUOTE	5 YEARS
GEMEINHARDT		PICCOLO	50%	NONE	CALL FOR QUOTE	3 YEARS
GEMEINHARDT		FLUTE	52%	NONE	CALL FOR QUOTE	3 YEARS
JUPITER STUDENT		PICCOLO	50%	NONE	CALL FOR QUOTE	1 YEAR
JUPITER STANDARD		FLUTE	51%	NONE	CALL FOR QUOTE	1 YEAR
PRELUDE		PICCOLO	43%	NONE	CALL FOR QUOTE	6 MONTHS
PRELUDE		FLUTE	42%	NONE	CALL FOR QUOTE	6 MONTHS
YAMAHA STANDARD		PICCOLO	50%	NONE	CALL FOR QUOTE	5 YEARS

WASHINGTON MUSIC CENTER  
11151 Veit Mill Road • Wheaton, MD 20902  
301-946-8808 • 301-946-5000 fax • bds@chucklevin.com

YAMAHA STANDARD & INTERMEDIATE	FLUTE	50%	NONE	CALL FOR QUOTE	5 YEARS
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BUFFET STUDENT & PERFORMANCE	OBOE	51%	NONE	CALL FOR QUOTE	3 & 10 YEARS
FOX RENARD SERIES	OBOE	43%	NONE	CALL FOR QUOTE	1 YEAR
JUPITER	OBOE	44%	NONE	CALL FOR QUOTE	1 YEAR
SELMER	OBOE	34%	NONE	CALL FOR QUOTE	5 YEARS
YAMAHA STUDENT & INTERMEDIATE	OBOE	39%	NONE	CALL FOR QUOTE	5 YEARS
FOX RENARD SERIES PLASTIC BODY	BASSOON	39%	NONE	CALL FOR QUOTE	1 YEAR
SCHREIBER PERFORMANCE	BASSOON	50%	NONE	CALL FOR QUOTE	5 YEARS
SELMER	BASSOON	34%	NONE	CALL FOR QUOTE	5 YEARS
BUFFET STUDENT & PERFORMANCE	CLARINET	50%	NONE	CALL FOR QUOTE	10 YEARS & LIFE
JUPITER STUDENT	CLARINET	50%	NONE	CALL FOR QUOTE	1 YEAR
SELMER USA	CLARINET	47%	NONE	CALL FOR QUOTE	5 YEARS
VITO	CLARINET	47%	NONE	CALL FOR QUOTE	5 YEARS
YAMAHA STANDARD & INTERMEDIATE	CLARINET	39%	NONE	CALL FOR QUOTE	5 YEARS
JUPITER	BASS CLARINET	41%	NONE	CALL FOR QUOTE	1 YEAR
LEBLANC	BASS CLARINET	38%	NONE	CALL FOR QUOTE	5 YEARS
SELMER USA	BASS CLARINET	34%	NONE	CALL FOR QUOTE	5 YEARS
YAMAHA STANDARD	BASS CLARINET	35%	NONE	CALL FOR QUOTE	5 YEARS
BUFFET	SAXOPHONE	55%	NONE	CALL FOR QUOTE	7 YEARS
CONN	SAXOPHONE	55%	NONE	CALL FOR QUOTE	5 YEARS
JUPITER	SAXOPHONE	54%	NONE	CALL FOR QUOTE	1 YEAR
SELMER USA	SAXOPHONE	52%	NONE	CALL FOR QUOTE	5 YEARS
VITO	SAXOPHONE	51%	NONE	CALL FOR QUOTE	5 YEARS
YAMAHA STANDARD	SAXOPHONE	47%	NONE	CALL FOR QUOTE	5 YEARS
YANAGISAWA	SAXOPHONE	44%	NONE	CALL FOR QUOTE	5 YEARS

BACH STUDENT	TRUMPET	52%	NONE	CALL FOR QUOTE	5 YEARS
CONN STUDENT	TRUMPET	52%	NONE	CALL FOR QUOTE	5 YEARS
HOLTON STUDENT	TRUMPET	52%	NONE	CALL FOR QUOTE	5 YEARS
JUPITER STUDENT	TRUMPET	55%	NONE	CALL FOR QUOTE	1 YEAR
KING STUDENT	TRUMPET	52%	NONE	CALL FOR QUOTE	5 YEARS
PRELUDE	TRUMPET	46%	NONE	CALL FOR QUOTE	6 MONTHS
YAMAHA STANDARD & INTERMEDIATE	TRUMPET	50%	NONE	CALL FOR QUOTE	5 YEARS
BACH STUDENT	CORNET	46%	NONE	CALL FOR QUOTE	5 YEARS
CONN STUDENT	CORNET	46%	NONE	CALL FOR QUOTE	5 YEARS
HOLTON	CORNET	46%	NONE	CALL FOR QUOTE	5 YEARS
JUPITER STANDARD	CORNET	50%	NONE	CALL FOR QUOTE	1 YEAR
KING STUDENT	CORNET	47%	NONE	CALL FOR QUOTE	5 YEARS
YAMAHA STANDARD	CORNET	50%	NONE	CALL FOR QUOTE	5 YEARS
BACH STEP UP	FLUGELHORN	47%	NONE	CALL FOR QUOTE	5 YEARS
JUPITER INTERMEDIATE	FLUGELHORN	50%	NONE	CALL FOR QUOTE	1 YEAR
KING STUDENT	FLUGELHORN	48%	NONE	CALL FOR QUOTE	5 YEARS
YAMAHA STANDARD	FLUGELHORN	52%	NONE	CALL FOR QUOTE	5 YEARS
BACH STUDENT	TROMBONE	49%	NONE	CALL FOR QUOTE	5 YEARS
CONN STUDENT	TROMBONE	49%	NONE	CALL FOR QUOTE	5 YEARS
HOLTON STUDENT	TROMBONE	50%	NONE	CALL FOR QUOTE	5 YEARS
JUPITER STANDARD	TROMBONE	50%	NONE	CALL FOR QUOTE	1 YEAR
KING STUDENT	TROMBONE	47%	NONE	CALL FOR QUOTE	5 YEARS
PRELUDE	TROMBONE	43%	NONE	CALL FOR QUOTE	6 MONTHS
YAMAHA STANDARD	TROMBONE	50%	NONE	CALL FOR QUOTE	5 YEARS

CONN STUDENT, STEP UP & PROFESSIONAL	FRENCH HORN	43%	NONE	CALL FOR QUOTE	5 YEARS
HOLTON STUDENT, STEP UP & PROFESSIONAL	FRENCH HORN	53%	NONE	CALL FOR QUOTE	5 YEARS
JUPITER DOUBLE	FRENCH HORN	44%	NONE	CALL FOR QUOTE	1 YEAR
YAMAHA STANDARD & INTERMEDIATE	FRENCH HORN	48%	NONE	CALL FOR QUOTE	5 YEARS
BESSON PERFORMANCE	EUPHONIUM	51%	NONE	CALL FOR QUOTE	2 YEARS
HOLTON STUDENT	BARITONE & EUPHONIUM	39%	NONE	CALL FOR QUOTE	5 YEARS
JUPITER	BARITONE & EUPHONIUM	40%	NONE	CALL FOR QUOTE	1 YEAR
KING	BARITONE & EUPHONIUM	37%	NONE	CALL FOR QUOTE	5 YEARS
YAMAHA STANDARD & INTERMEDIATE	BARITONE & EUPHONIUM	40%	NONE	CALL FOR QUOTE	5 YEARS
BESSON PERFORMANCE	TUBA	51%	NONE	CALL FOR QUOTE	2 YEARS
CONN	TUBA	43%	NONE	CALL FOR QUOTE	5 YEARS
HOLTON	TUBA	40%	NONE	CALL FOR QUOTE	5 YEARS
JUPITER	TUBA	42%	NONE	CALL FOR QUOTE	1 YEAR
KING	TUBA	43%	NONE	CALL FOR QUOTE	5 YEARS
YAMAHA Bb	TUBA	46%	NONE	CALL FOR QUOTE	5 YEARS
JUPITER MARCHING	MELLOPHONE & FRENCH HORN	41%	NONE	CALL FOR QUOTE	1 YEAR
KING MARCHING	MELLOPHONE & FRENCH HORN	40%	NONE	CALL FOR QUOTE	5 YEARS
YAMAHA MARCHING	MELLOPHONE & FRENCH HORN	47%	NONE	CALL FOR QUOTE	5 YEARS
JUPITER MARCHING	BARITONE & EUPHONIUM	42%	NONE	CALL FOR QUOTE	1 YEAR
KING MARCHING	BARITONE & EUPHONIUM	40%	NONE	CALL FOR QUOTE	5 YEARS
YAMAHA MARCHING	BARITONE & EUPHONIUM	40%	NONE	CALL FOR QUOTE	5 YEARS
CONN MARCHING	SOUSAPHONE	34%	NONE	CALL FOR QUOTE	5 YEARS
JUPITER MARCHING	SOUSAPHONE	36%	NONE	CALL FOR QUOTE	1 YEAR
KING MARCHING	SOUSAPHONE	40%	NONE	CALL FOR QUOTE	5 YEARS
YAMAHA MARCHING	SOUSAPHONE	39%	NONE	CALL FOR QUOTE	5 YEARS

GLAESEL	STRING BASS	47%	NONE	CALL FOR QUOTE	.5, 1 & 3 YEARS
SCHERL & ROTH	STRING BASS	47%	NONE	CALL FOR QUOTE	.5, 1 & 3 YEARS
GLAESEL / BEYER	CELLO	47%	NONE	CALL FOR QUOTE	.5, 1 & 3 YEARS
SCHERL & ROTH	CELLO	47%	NONE	CALL FOR QUOTE	.5, 1 & 3 YEARS
YAMAHA ACOUSTIC STUDENT	CELLO	50%	NONE	CALL FOR QUOTE	5 YEARS
GLAESEL	VIOLA	47%	NONE	CALL FOR QUOTE	.5, 1 & 3 YEARS
SCHERL & ROTH	VIOLA	47%	NONE	CALL FOR QUOTE	.5, 1 & 3 YEARS
YAMAHA STUDENT & INTERMEDIATE ACOUSTIC	VIOLA	50%	NONE	CALL FOR QUOTE	5 YEARS
GLAESEL	VIOLIN	47%	NONE	CALL FOR QUOTE	.5, 1 & 3 YEARS
SCHERL & ROTH	VIOLIN	47%	NONE	CALL FOR QUOTE	.5, 1 & 3 YEARS
YAMAHA STUDENT & INTERMEDIATE ACOUSTIC	VIOLIN	50%	NONE	CALL FOR QUOTE	5 YEARS
MAJESTIC & MAPEX	CONCERT DRUMS & Mallet	42%	NONE	CALL FOR QUOTE	1 YEAR
ADAMS CONCERT SERIES & SOLOIST SERIES	CONCERT Mallet	45%	NONE	CALL FOR QUOTE	1 TO 3 YEARS
PEARL ORCHESTRAL (EXCLUDING B MARK LISTS)	CONCERT DRUMS	55%	NONE	CALL FOR QUOTE	1 YEAR
YAMAHA PERCUSSION	CONCERT DRUMS & Mallet	40%	NONE	CALL FOR QUOTE	1 YEAR
MAPEX	MARCHING DRUMS	50%	NONE	CALL FOR QUOTE	1 YEAR
PEARL	MARCHING DRUMS	50%	NONE	CALL FOR QUOTE	1 TO 3 YEARS
YAMAHA	MARCHING DRUMS	40%	NONE	CALL FOR QUOTE	1 YEAR
PAISTE	CYMBALS ONLY	40%	NONE	CALL FOR QUOTE	1 YEAR
SABIAN	CYMBALS ONLY	40%	NONE	CALL FOR QUOTE	2 YEARS
ZILDJIAN	CYMBALS ONLY	45%	NONE	CALL FOR QUOTE	2 YEARS
LUDWIG	DRUMSETS & HARDWARE ONLY	45%	NONE	CALL FOR QUOTE	1 TO 3 YEARS
MAPEX	DRUMSETS & HARDWARE ONLY	40%	NONE	CALL FOR QUOTE	1 TO LIFE
PEARL	DRUMSETS & HARDWARE ONLY	45%	NONE	CALL FOR QUOTE	LIFE
YAMAHA	DRUMSETS & HARDWARE ONLY	40%	NONE	CALL FOR QUOTE	1 TO 3 YEARS
ACCESSORIES FOR BAND INSTRUMENTS	CONN SELMER ACCESSORY BOOK	50%	NONE	CALL FOR QUOTE	
ACCESSORIES FOR PERCUSSION	CONN SELMER ACCESSORY BOOK	50%	NONE	CALL FOR QUOTE	
ACCESSORIES FOR STRINGS	CONN SELMER ACCESSORY BOOK	50%	NONE	CALL FOR QUOTE	
MUSIC STANDS	CONN SELMER ACCESSORY BOOK	50%	NONE	CALL FOR QUOTE	
All Other Instruments	E-mail Bids@chucklevins.com	50%	NONE	CALL FOR QUOTE	

FENDER	ELECTRONICS	25%	NONE	CALL FOR QUOTE	1 YEAR
ROLAND	ELECTRONICS	25%	NONE	CALL FOR QUOTE	1 YEAR
MACKIE	ELECTRONICS	20%	NONE	CALL FOR QUOTE	1 YEAR
QSC	ELECTRONICS	25%	NONE	CALL FOR QUOTE	1 YEAR
YAMAHA	ELECTRONICS	15%	NONE	CALL FOR QUOTE	1 YEAR
ALESIS	ELECTRONICS	15%	NONE	CALL FOR QUOTE	1 YEAR
JBL	ELECTRONICS	15%	NONE	CALL FOR QUOTE	1 YEAR
BEHRINGER	ELECTRONICS	15%	NONE	CALL FOR QUOTE	1 YEAR
EV	ELECTRONICS	30%	NONE	CALL FOR QUOTE	1 YEAR
AUDIOTECHNICA	ELECTRONICS	25%	NONE	CALL FOR QUOTE	1 YEAR
SHURE	ELECTRONICS	20%	NONE	CALL FOR QUOTE	1 YEAR
SENNHEISER	ELECTRONICS	15%	NONE	CALL FOR QUOTE	1 YEAR
AUDIX	ELECTRONICS	20%	NONE	CALL FOR QUOTE	1 YEAR
WHIRLWIND	ELECTRONICS	0%	NONE	CALL FOR QUOTE	1 YEAR
GATOR CASES	CASES	30%	NONE	CALL FOR QUOTE	LIMITED LIFE
ANVIL	CASES	0%	NONE	CALL FOR QUOTE	LIMITED LIFE
SKB	CASES	30%	NONE	CALL FOR QUOTE	LIMITED LIFE
ZOOM	ELECTRONICS	20%	NONE	CALL FOR QUOTE	1 YEAR
SAMSON	ELECTRONICS	20%	NONE	CALL FOR QUOTE	1 YEAR