JAMES MADISON UNIVERSITY

CONTRACT RENEWAL LETTER

Date:	August 27, 2026
Contract #:	UCPJMU5650
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:	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 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.

Washington Music Center Inc.

By: _____

Mandy Friedl

Name (print)

B.D Rep 8/31/26

Title *Date Signed*

James Madison University

By: _____

Adriana Mariscal,

Name (print)

Buyer Senior 8/28/2026

Title *Date Signed*

JAMES MADISON UNIVERSITY

Contract #: UCP/MU5650
Contractor: Washington Music Center Inc.
Renewal Period: 11/1/2026 - 10/31/2027
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	Type of products	Discount off of MSRP	Volume Discount, if applicable	Shipping / Handling Pricing and/or Information, PP&A, etc.	Additional Charges for Expedited or Special Freight, Requested by Member	Warranty Period (90 Days, 1 year, etc)
Include discounts for Manufacturer's Discounts, Product Category Discounts, Parts & Accessories, add rows if necessary for different manufacturers:					RFP#DMS-1051	RFP#DMS-1051
ACCESSORES FOR STRINGS	CONN SELMER ACCESSORY BOOK	40%	NONE	INCLUDED	CALL FOR QUOTE	
ACCESSORIES FOR BAND INSTRUMENTS	CONN SELMER ACCESSORY BOOK	30%	NONE	INCLUDED	CALL FOR QUOTE	
ACCESSORIES FOR PERCUSSION	CONN SELMER ACCESSORY BOOK	40%	NONE	INCLUDED	CALL FOR QUOTE	
ADAMS CONCERT SERIES & SOLOIST SERIES	CONCERT MALLET	35%	NONE	INCLUDED	CALL FOR QUOTE	1 TO 3 YEARS
ALESIS	ELECTRONICS	5%	NONE	INCLUDED	CALL FOR QUOTE	1 YEAR
ANVIL	CASES		NONE	INCLUDED	CALL FOR QUOTE	LIMITED LIFE
ARMSTRONG STEP UP	FLUTE	30%	NONE	INCLUDED	CALL FOR QUOTE	5 YEARS
ARMSTRONG STUDENT	FLUTE	41%	NONE	INCLUDED	CALL FOR QUOTE	5 YEARS
ARMSTRONG STUDENT & STEP UP	PICCOLO	37%	NONE	INCLUDED	CALL FOR QUOTE	5 YEARS
AUDIOTECHNICA	ELECTRONICS	15%	NONE	INCLUDED	CALL FOR QUOTE	1 YEAR
AUDIX	ELECTRONICS	10%	NONE	INCLUDED	CALL FOR QUOTE	1 YEAR
BACH STEP UP	FLUGELHORN	37%	NONE	INCLUDED	CALL FOR QUOTE	5 YEARS
BACH STUDENT	TRUMPET	42%	NONE	INCLUDED	CALL FOR QUOTE	5 YEARS
BACH STUDENT	CORNET	56%	NONE	INCLUDED	CALL FOR QUOTE	5 YEARS
BACH STUDENT	TROMBONE	39%	NONE	INCLUDED	CALL FOR QUOTE	5 YEARS
BESSON PERFORMANCE	EUPHONIUM	41%	NONE	INCLUDED	CALL FOR QUOTE	2 YEARS
BESSON PERFORMANCE	TUBA	41%	NONE	INCLUDED	CALL FOR QUOTE	2 YEARS

BUFFET	SAXOPHONE	45%	NONE	INCLUDED	CALL FOR QUOTE	7 YEARS
BUFFET STUDENT & PERFORMANCE	OBOE	41%	NONE	INCLUDED	CALL FOR QUOTE	3 & 10 YEARS
BUFFET STUDENT & PERFORMANCE	CLARINET	40%	NONE	INCLUDED	CALL FOR QUOTE	10 YEARS & LIFE
CONN	SAXOPHONE	45%	NONE	INCLUDED	CALL FOR QUOTE	5 YEARS
CONN	TUBA	30%	NONE	INCLUDED	CALL FOR QUOTE	5 YEARS
CONN MARCHING	SOUSAPHONE	24%	NONE	INCLUDED	CALL FOR QUOTE	5 YEARS
CONN STUDENT	TRUMPET	42%	NONE	INCLUDED	CALL FOR QUOTE	5 YEARS
CONN STUDENT	CORNET	36%	NONE	INCLUDED	CALL FOR QUOTE	5 YEARS
CONN STUDENT	TROMBONE	39%	NONE	INCLUDED	CALL FOR QUOTE	5 YEARS
CONN STUDENT, STEP UP & PROFESSIONAL	FRENCH HORN	33%	NONE	INCLUDED	CALL FOR QUOTE	5 YEARS
FENDER	ELECTRONICS	15%	NONE	INCLUDED	CALL FOR QUOTE	1 YEAR
FOX RENARD SERIES	OBOE	33%	NONE	INCLUDED	CALL FOR QUOTE	1 YEAR
FOX RENARD SERIES PLASTIC BODY	BASSOON	29%	NONE	INCLUDED	CALL FOR QUOTE	1 YEAR
GATOR CASES	CASES	20%	NONE	INCLUDED	CALL FOR QUOTE	LIMITED LIFE
HOLTON	CORNET	36%	NONE	INCLUDED	CALL FOR QUOTE	5 YEARS
HOLTON	TUBA	30%	NONE	INCLUDED	CALL FOR QUOTE	5 YEARS
HOLTON STUDENT	TRUMPET	42%	NONE	INCLUDED	CALL FOR QUOTE	5 YEARS
HOLTON STUDENT	TROMBONE	40%	NONE	INCLUDED	CALL FOR QUOTE	5 YEARS
HOLTON STUDENT	BARITONE & EUPHONIUM	29%	NONE	INCLUDED	CALL FOR QUOTE	5 YEARS
HOLTON STUDENT, STEP UP & PROFESSIONAL	FRENCH HORN	43%	NONE	INCLUDED	CALL FOR QUOTE	5 YEARS
JBL	ELECTRONICS	5%	NONE	INCLUDED	CALL FOR QUOTE	1 YEAR
JUPITER	OBOE	34%	NONE	INCLUDED	CALL FOR QUOTE	1 YEAR
JUPITER	BASS CLARINET	31%	NONE	INCLUDED	CALL FOR QUOTE	1 YEAR
JUPITER	SAXOPHONE	44%	NONE	INCLUDED	CALL FOR QUOTE	1 YEAR
JUPITER	TUBA	32%	NONE	INCLUDED	CALL FOR QUOTE	1 YEAR
JUPITER	BARITONE & EUPHONIUM	30%	NONE	INCLUDED	CALL FOR QUOTE	1 YEAR
JUPITER DOUBLE	FRENCH HORN	34%	NONE	INCLUDED	CALL FOR QUOTE	1 YEAR
JUPITER INTERMEDIATE	FLUGELHORN	40%	NONE	INCLUDED	CALL FOR QUOTE	1 YEAR
JUPITER MARCHING	MELLOPHONE & FRENCH HORN	31%	NONE	INCLUDED	CALL FOR QUOTE	1 YEAR
JUPITER MARCHING	BARITONE & EUPHONIUM	32%	NONE	INCLUDED	CALL FOR QUOTE	1 YEAR
JUPITER MARCHING	SOUSAPHONE	26%	NONE	INCLUDED	CALL FOR QUOTE	1 YEAR
JUPITER STANDARD	FLUTE	41%	NONE	INCLUDED	CALL FOR QUOTE	1 YEAR
JUPITER STANDARD	CORNET	40%	NONE	INCLUDED	CALL FOR QUOTE	1 YEAR

JUPITER STANDARD	TROMBONE	40%	NONE	INCLUDED	CALL FOR QUOTE	1 YEAR
JUPITER STUDENT	PICCOLO	40%	NONE	INCLUDED	CALL FOR QUOTE	1 YEAR
JUPITER STUDENT	CLARINET	40%	NONE	INCLUDED	CALL FOR QUOTE	1 YEAR
JUPITER STUDENT	TRUMPET	45%	NONE	INCLUDED	CALL FOR QUOTE	1 YEAR
KING	BARITONE & EUPHONIUM	11%	NONE	INCLUDED	CALL FOR QUOTE	5 YEARS
KING	TUBA	33%	NONE	INCLUDED	CALL FOR QUOTE	5 YEARS
KING MARCHING	MELLOPHONE & FRENCH HORN	33%	NONE	INCLUDED	CALL FOR QUOTE	5 YEARS
KING MARCHING	BARITONE & EUPHONIUM	30%	NONE	INCLUDED	CALL FOR QUOTE	5 YEARS
KING MARCHING	SOUSAPHONE	30%	NONE	INCLUDED	CALL FOR QUOTE	5 YEARS
KING STUDENT	TRUMPET	42%	NONE	INCLUDED	CALL FOR QUOTE	5 YEARS
KING STUDENT	CORNET	37%	NONE	INCLUDED	CALL FOR QUOTE	5 YEARS
KING STUDENT	FLUGELHORN	38%	NONE	INCLUDED	CALL FOR QUOTE	5 YEARS
KING STUDENT	TROMBONE	37%	NONE	INCLUDED	CALL FOR QUOTE	5 YEARS
LEBLANC	BASS CLARINET	38%	NONE	INCLUDED	CALL FOR QUOTE	5 YEARS
LUDWIG	DRUMSETS & HARDWARE ONLY	35%	NONE	INCLUDED	CALL FOR QUOTE	1 TO 3 YEARS
MACKIE	ELECTRONICS	10%	NONE	INCLUDED	CALL FOR QUOTE	1 YEAR
MAJESTIC & MAPEX	CONCERT DRUMS & MALLET	32%	NONE	INCLUDED	CALL FOR QUOTE	1 YEAR
MAPEX	MARCHING DRUMS	40%	NONE	INCLUDED	CALL FOR QUOTE	1 YEAR
MAPEX	DRUMSETS & HARDWARE ONLY	30%	NONE	INCLUDED	CALL FOR QUOTE	1 TO LIFE
PAISTE	CYMBALS ONLY	30%	NONE	INCLUDED	CALL FOR QUOTE	1 YEAR
PEARL	MARCHING DRUMS	40%	NONE	INCLUDED	CALL FOR QUOTE	1 TO 3 YEARS
PEARL	DRUMSETS & HARDWARE ONLY	35%	NONE	INCLUDED	CALL FOR QUOTE	LIFE
PEARL ORCHESTRAL (EXCLUDING B MARK LISTS)	CONCERT DRUMS	45%	NONE	INCLUDED	CALL FOR QUOTE	1 YEAR
OSC	ELECTRONICS	15%	NONE	INCLUDED	CALL FOR QUOTE	1 YEAR
ROLAND	ELECTRONICS	15%	NONE	INCLUDED	CALL FOR QUOTE	1 YEAR
SABIAN	CYMBALS ONLY	30%	NONE	INCLUDED	CALL FOR QUOTE	2 YEARS
SAMSON	ELECTRONICS	10%	NONE	INCLUDED	CALL FOR QUOTE	1 YEAR
SCHERL & ROTH	STRING BASS	37%	NONE	INCLUDED	CALL FOR QUOTE	.5, 1 & 3 YEARS
SCHERL & ROTH	CELLO	37%	NONE	INCLUDED	CALL FOR QUOTE	.5, 1 & 3 YEARS
SCHERL & ROTH	VIOLA	37%	NONE	INCLUDED	CALL FOR QUOTE	.5, 1 & 3 YEARS
SCHERL & ROTH	VIOLIN	37%	NONE	INCLUDED	CALL FOR QUOTE	.5, 1 & 3 YEARS
SELMER	OBOE	24%	NONE	INCLUDED	CALL FOR QUOTE	5 YEARS
SELMER	BASSOON	24%	NONE	INCLUDED	CALL FOR QUOTE	5 YEARS

SELMER USA	CLARINET	37%	NONE	INCLUDED	CALL FOR QUOTE	5 YEARS
SELMER USA	BASS CLARINET	24%	NONE	INCLUDED	CALL FOR QUOTE	5 YEARS
SELMER USA	SAXOPHONE	42%	NONE	INCLUDED	CALL FOR QUOTE	5 YEARS
SENNHEISER	ELECTRONICS	5%	NONE	INCLUDED	CALL FOR QUOTE	1 YEAR
SHURE	ELECTRONICS	10%	NONE	INCLUDED	CALL FOR QUOTE	1 YEAR
SKB	CASES	20%	NONE	INCLUDED	CALL FOR QUOTE	LIMITED LIFE
YAMAHA	MARCHING DRUMS	30%	NONE	INCLUDED	CALL FOR QUOTE	1 YEAR
YAMAHA	DRUMSETS & HARDWARE ONLY	30%	NONE	INCLUDED	CALL FOR QUOTE	1 TO 3 YEARS
YAMAHA	ELECTRONICS	5%	NONE	INCLUDED	CALL FOR QUOTE	1 YEAR
YAMAHA ACOUSTIC STUDENT	CELLO	40%	NONE	INCLUDED	CALL FOR QUOTE	5 YEARS
YAMAHA Bb	TUBA	36%	NONE	INCLUDED	CALL FOR QUOTE	5 YEARS
YAMAHA MARCHING	MELLOPHONE & FRENCH HORN	37%	NONE	INCLUDED	CALL FOR QUOTE	5 YEARS
YAMAHA MARCHING	BARITONE & EUPHONIUM	30%	NONE	INCLUDED	CALL FOR QUOTE	5 YEARS
YAMAHA MARCHING	SOUSAPHONE	29%	NONE	INCLUDED	CALL FOR QUOTE	5 YEARS
YAMAHA PERCUSSION	CONCERT DRUMS & MALLET	30%	NONE	INCLUDED	CALL FOR QUOTE	1 YEAR
YAMAHA STANDARD	PICCOLO	40%	NONE	INCLUDED	CALL FOR QUOTE	5 YEARS
YAMAHA STANDARD	CORNET	38%	NONE	INCLUDED	CALL FOR QUOTE	5 YEARS
YAMAHA STANDARD	BASS CLARINET	25%	NONE	INCLUDED	CALL FOR QUOTE	5 YEARS
YAMAHA STANDARD	SAXOPHONE	37%	NONE	INCLUDED	CALL FOR QUOTE	5 YEARS
YAMAHA STANDARD	FLUGELHORN	40%	NONE	INCLUDED	CALL FOR QUOTE	5 YEARS
YAMAHA STANDARD	TROMBONE	40%	NONE	INCLUDED	CALL FOR QUOTE	5 YEARS
YAMAHA STANDARD & INTERMEDIATE	FLUTE	40%	NONE	INCLUDED	CALL FOR QUOTE	5 YEARS
YAMAHA STANDARD & INTERMEDIATE	CLARINET	29%	NONE	INCLUDED	CALL FOR QUOTE	5 YEARS
YAMAHA STANDARD & INTERMEDIATE	TRUMPET	40%	NONE	INCLUDED	CALL FOR QUOTE	5 YEARS
YAMAHA STANDARD & INTERMEDIATE	FRENCH HORN	38%	NONE	INCLUDED	CALL FOR QUOTE	5 YEARS
YAMAHA STANDARD & INTERMEDIATE	BARITONE & EUPHONIUM	30%	NONE	INCLUDED	CALL FOR QUOTE	5 YEARS
YAMAHA STUDENT & INTERMEDIATE	OBOE	29%	NONE	INCLUDED	CALL FOR QUOTE	5 YEARS
YAMAHA STUDENT & INTERMEDIATE ACOUSTIC	VIOLA	40%	NONE	INCLUDED	CALL FOR QUOTE	5 YEARS
YAMAHA STUDENT & INTERMEDIATE ACOUSTIC	VIOLIN	40%	NONE	INCLUDED	CALL FOR QUOTE	5 YEARS
YANAGISAWA	SAXOPHONE	34%	NONE	INCLUDED	CALL FOR QUOTE	5 YEARS
ZILDJIAN	CYMBALS ONLY	35%	NONE	INCLUDED	CALL FOR QUOTE	2 YEARS
ZOOM	ELECTRONICS	10%	NONE	INCLUDED	CALL FOR QUOTE	1 YEAR