



**CONTRACT RENEWAL LETTER**

**Date:** February 28, 2022  
**Contract #:** UCPJMU5989  
**Service:** Facilities Equipment and Vehicle Accessories  
**Renewal Period:** 5/4/2022 to 5/3/2023  
**Renewal #:** 1 of 4 One-Yr  
**Issued By:** James Madison University  
 Terri Wuenschel, Buyer Specialist Ph: 540-568-7209  
 Fx: 540-568-7935

**Contractor:** Shade Equipment Company, Inc.  
 Attn: John Kerns  
 4072 North Valley Pike  
 Harrisonburg, VA 22802 Ph: (540) 433-6440

**Contract Administrator:** Scott Jones, Facilities Management

**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.

**Shade Equipment Company, Inc.**  
 By: John Kerns  
 John Kerns  
 \_\_\_\_\_  
*Name (print)*  
 Branch Manager **2-28-22**  
 \_\_\_\_\_  
*Title Date Signed*

**James Madison University**  
 By: Terri Wuenschel  
 Terri Wuenschel,  
 \_\_\_\_\_  
*Name (print)*  
 Buyer Specialist **2/28/22**  
 \_\_\_\_\_  
*Title Date Signed*

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**Contractor:** Shade Equipment Company, Inc.

**Renewal Period:** 5/4/2022 – 5/3/2023

**Commodity:** Facilities Equipment and Vehicle Accessories

**Pricing Schedule**

1. The University will only pay what's agreed upon in the pricing schedule. Therefore, pricing is set and there shall be no additional fees and/or expenses charged to the University without prior approval.

Manufacturer	Product Type(s)	% Off List	Plus Freight
*Western Products	SnowPlows, Spreaders, Parts	10%	Actual Freight Costs
Meyer Products	SnowPlows, Spreaders, Parts	10%	Actual Freight Costs
Buyers	SnowPlows, Spreaders, Parts	10%	Actual Freight Costs
*Knapheide	Truck Bodies, Parts	10%	Actual Freight Costs
Adrian	Van Interiors, Tool Boxes	10%	Actual Freight Costs
EZ-Dumper	Pickup Dump Inserts	10%	Actual Freight Costs
Scag Mowers	Mowers and Parts	10%	Actual Freight Costs
Labor	Labor	\$70 per hour	
*additional discounts may apply when applicable			