



CONTRACT RENEWAL LETTER

Date: January 24, 2025
Contract #: UCPJMU5989
Service: Facilities Equipment and Vehicle Accessories
Renewal Period: 5/4/2025 to 5/3/2026
Renewal #: 4 of 4 One-Yr
Issued By: James Madison University
Juan Becerra Martinez, Buyer Senior Ph: 540-568-3130
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 for labor will increase by 2.1% in accordance with the "other services" category of the CPI-W. An updated pricing schedule 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 1-25-2025

Title Date Signed

James Madison University

By: Juan Becerra Martinez
Juan Becerra Martinez,

Name (print)

Buyer Senior

Title Date Signed

01-24-2025

Contract #: UCPJMU5989

Contractor: Shade Equipment Company, Inc.

Renewal Period: 5/4/2025 – 5/3/2026

Commodity: Facilities Equipment and Vehicle Accessories

Pricing Schedule

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	\$73.54 per hour	
*Additional discounts may apply when applicable			

1. The University will only pay what's agreed upon in the pricing schedule.
2. There will be no credit card processing fee for JMU and all potential fees have been disclosed.
3. Therefore, pricing is set and there shall be no additional fees and/or expenses charged to the University without prior approval.
4. No additional modifications made to the contract are accepted without a contract modification submitted from this point forward.