



**CONTRACT RENEWAL LETTER**

**Date:** April 14, 2025  
**Contract #:** UCPJMU6031  
**Service:** Telecommunications Equipment & Supplies  
**Renewal Period:** 7/26/2025 to 7/25/2026  
**Renewal #:** 4 of 4 One-Yr  
**Issued By:** James Madison University  
 Doug Chester, Buyer Senior Ph: 540-568-4272  
 Fx: 540-568-7935

**Contractor:** Graybar Electric Company, Inc.  
 Attn: Ryan Laramore  
 1510 Tomlynn Street  
 Richmond, VA 23230 Ph: 804-874-7708

**Contract Administrator:** Nancy Sours, Telecommunications

**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.

**Graybar Electric Company, Inc.**

**By:** Ryan Laramore  
 Ryan Laramore

*Name (print)*

Manager Comm/Data Business 4/15/2025

*Title Date Signed*

**James Madison University**

**By:** Doug Chester  
 Doug Chester, VCO, CUPO

*Name (print)*

Buyer Senior 4/14/2025

*Title Date Signed*

**Contract #:** UCPJMU6031

**Contractor:** Graybar Electric Company, Inc.

**Renewal Period:** 7/26/2025 to 7/25/2026

**Commodity:** Telecommunications Equipment & Supplies

**Pricing Schedule**

1. Contractor shall provide the Purchasing Agency with percentage off manufacturer list price in accordance with Attachment E - Pricing Schedule.
2. Contractor shall provide free standard shipping to the Purchasing Agency for in-stock items located in the Harrisonburg, VA and Richmond, VA service centers. Emergency services may incur expedited delivery charges.
3. All deliveries made to the Purchasing Agency shall be FOB destination.
4. The Contractor has disclosed all potential fees. Additional charges will not be accepted.

ATTACHMENT E - PRICING SCHEDULE

Item/Category	Manufacturer	% Discount Off List Price (List price is defined as Manufacturer's Suggested Retail Price - MSRP)
All Other Ortronics & LeGRAND Communication	ORTRONICS INCORPORATED / LEGRAND	5
Other Communication Cable & Connectivity	ORTRONICS INCORPORATED / LEGRAND	9
Standard Communication Cable & Connectivity	ORTRONICS INCORPORATED / LEGRAND	34
Other Copper & Fiber Inside & Outside Plant,	SUPERIOR ESSEX INTERNATIONAL LP	5
Standard Copper & Fiber Inside & Outside Plant	SUPERIOR ESSEX INTERNATIONAL LP	34
DAS, Enclosures, Networking & All Other Companies and Products	CORNING INC.	5

Standard Fiber Connectivity Products	CORNING INC.	34
Standard IP & OP Fiber Cable	CORNING INC.	31
All Other Products	CHATSWORTH PRODUCTS INC.	5
Standard & Universal Racks	CHATSWORTH PRODUCTS INC.	33
Standard Products	CHATSWORTH PRODUCTS INC.	39
Antennas & Other Products	GAI-TRONICS CORP	3
Smart Security Phones	GAI-TRONICS CORP	35
Standard Products	GAI-TRONICS CORP	19
Standard Lugs, Terminals & Connectors	BLONDER TONGUE	31
All Other Products	BLONDER TONGUE	5
CATV Products	BLONDER TONGUE	14
Standard Cat 5 & 6 Plenum & Non-Plenum Cable	PANDUIT CORP - TELECOM PRODUCTS	29
Standard Dist Fibr, Fbr Cordage, O/S Plt Fbr, Pwr Outlets/Cabinets	PANDUIT CORP - TELECOM PRODUCTS	21
All Other Raceway, Boxes, Faceplates & Fittings	PANDUIT CORP	36
Raceway, Boxes, Faceplates & Fittings	PANDUIT CORP	24
Standard Cable Ties & Cable Tie Accessories - Bulk Pack	PANDUIT CORP	11
Standard Cable Ties & Cable Tie Accessories - Standard Pack	PANDUIT CORP	49
Industrial, Cable & Wire ID Materials A & B	BRADY WORLDWIDE	5

Schedule A & F Items	BRADY WORLDWIDE	21
Schedule B, C & E Items	BRADY WORLDWIDE	5
Schedule D & H Items and All Other Brady Products	BRADY WORLDWIDE	1
All Other Surge, Power Protection & Power Products	TYCO POWER SYSTEMS	5
Standard Surge, Power Protection & Power Products	TYCO POWER SYSTEMS	30
All Other Raceway & Plugmold	WIREMOLD / LEGRAND	5
Standard Raceway & Plugmold	WIREMOLD / LEGRAND	31
Floor Boxes-Poke Thrus	WIREMOLD / LEGRAND	5
All Other Raceway, Floorboxes & Plugmold	WIREMOLD / LEGRAND	5
Standard Raceway, Plugmold, Floorboxes & Other Standard Products	WIREMOLD / LEGRAND	31
Standard Communications Products	PICO DIGITAL INC	2
All Other General Cable Products & Companies	GENERAL CABLE	5
Other Copper Cable & Data Products	GENERAL CABLE	19
Standard Copper Cable & Data Products	GENERAL CABLE	37
Standard Optical Cable & Connectivity	GENERAL CABLE	32
Fibertrough Products	CABLOFIL INC.	13
All Other Products	CABLOFIL INC.	5
Standard Products	CABLOFIL INC.	37
All Other 3M Products	3M	5

Other Splice Kits, Abrasives & Adhesives	3M	16
Other Tapes, Fire Stop & Aerosols	3M	21
Standard Tape & Fire Stop	3M	23
Standard Terminals, Connectors, Splice Kits, Cable Ties, Wire Nuts	3M	21
All Other Belden Products	BELDEN WIRE AND CABLE	5
Belden CDT Networking	BELDEN WIRE AND CABLE	35
Central Office, Fiber & IBM	BELDEN WIRE AND CABLE	31
Network & CATV Coax	BELDEN WIRE AND CABLE	14
Other Coax Cables & Electrical Cross Ref	BELDEN WIRE AND CABLE	20
All Other CommScope Companies & Products	COMMSCOPE	5
In Building Wireless Products	COMMSCOPE	5
Networking Products	COMMSCOPE	2
Optical Cable & Connectivity	COMMSCOPE	16
Other Communication Cable & Connectivity	COMMSCOPE	21
Standard Communication Cable & Connectivity	COMMSCOPE	34
Standard DAS & Wireless Products	COMMSCOPE	19
Digital Broadband Products	COMMSCOPE	3
Andrew Corp Products	COMMSCOPE / ANDREW CORP	5
Standard Network & Wireless Products	COMMSCOPE / ARRIS	2
Inner-Duct & Wireway	MAXCELL	2

All Other Products	CIRCA TELECOM USA	5
Standard Products	CIRCA TELECOM USA	34
All Other Power, Racks, Panels, Breakers, Signaling & Products	EMERSON NETWORK POWER / VERTIV	5
Standard Power Products	EMERSON NETWORK POWER / VERTIV	19
Standard Racks, Panels, Breakers & Signaling	EMERSON NETWORK POWER / VERTIV	29
Standard Products	Preformed Line Products	2
	<b>Additional Manufacturers</b>	
Layer 2 & 3 Switches, Software & All Other Products	ALLIED TELESIS	1
Network Cards	ALLIED TELESIS	5
Networking Routers	ALLIED TELESIS	2
HUBs, Modular Outlets & Accessories	ALLIED TELESIS	9
Routers, Media Conv/Trans/UMG	ALLIED TELESIS	26
All Other Power & Communication Products	APC / SCHNEIDER ELECTRIC IT USA INC	1
Engineered Products	APC / SCHNEIDER ELECTRIC IT USA INC	2
Standard Products & C-Velocity Discount	APC / SCHNEIDER ELECTRIC IT USA INC	5
Standard Network & Wireless Products	ARRIS / RUCKUS / C-COR, BIG BAND	2
Standard Products	BROTHER MOBILE SOLUTIONS INC.	44
All Other Products	CIRCA TELECOM USA	5

Standard Products	CIRCA TELECOM USA	34
All Other Power, Racks, Panels, Breakers, Signaling & Products	EMERSON NETWORK POWER / VERTIV	5
Standard Power Products	EMERSON NETWORK POWER / VERTIV	19
Standard Racks, Panels, Breakers & Signaling	EMERSON NETWORK POWER / VERTIV	29
Conduit, Channel & Fittings	ENDOT INDUSTRIES INC	15
Copper Test Devices	FLUKE NETWORKS	3
Other Cameras, Access Control & Security Products	HANWHA TECHWIN / SAMSUNG	6
Standard Cameras, Access Control & Security Products	HANWHA TECHWIN / SAMSUNG	41
Enclosures, Vaulters, Wireway & Accessories	HUBBELL QUAZITE / LENOIR CITY / STRONGWELL / CDR	4
Hand Held Testers & Measurement	IDEAL INDUSTRIES, INC.	5
Standard Kits, Benders, Fish Tapes, Terminals & Accessories	IDEAL INDUSTRIES, INC.	15
Standard Tools, Lugs, Connectors & Fasteners	IDEAL INDUSTRIES, INC.	25
Wireless Products, Coax Cables & Connectors	JMA WIRELESS	3
Other Cameras, Access Control & Security Products	KEYSCAN INC.	5
Standard Cameras, Access Control & Security Products	KEYSCAN INC.	39
Other Tools, Testers, Fasteners & Accessories	KLEIN TOOLS	5
Standard Tools, Testers, Fasteners & Accessories	KLEIN TOOLS	29
Engineered Products	LIEBERT / VERTIV	2

Other UPS, Power Protection, Back-Up, Surge & Power Products	LIEBERT / VERTIV	5
Standard UPS, Power Protection, Back-Up, Surge & Power Products	LIEBERT / VERTIV	21
Mounting Solutions for WiFi Access	OBERON WIRELESS	5
Other Cameras, Access Control & Security Products	PELCO	5
Standard Cameras, Access Control & Security Products	PELCO	28
Standard Products	PLANTRONICS	39
Other Copper & Fiber Communication Wire & Cable Products	QUIKTRON, INC.	5
Standard Copper & Fiber Communication Wire & Cable Products	QUIKTRON, INC.	24
Caulk, Putty, Sealants, Joints, Curtains & Other Fire Protections Products	SPECIFIED TECHNOLOGIES INC. / STI	9
Signal Boosters	SURECALL	3
Other Communication Products	SIEMON COMPANY	5
Standard Communication Products	SIEMON COMPANY	34
Other Fiber Optic Cable & Connectivity Products	TIMES FIBER COMMUNICATION	5
Standard Fiber Optic Cable & Connectivity Products	TIMES FIBER COMMUNICATION	29
Other Communication, Networking & Wireless Products	TRANSITION NETWORKS	2
Standard Communication, Networking & Wireless Products	TRANSITION NETWORKS	16
Other UPS Systems, Surge, Power	TRIPP LITE	5

Protection & Power Products	MANUFACTURING COMPANY	
Parts & Accessories	TRIPP LITE MANUFACTURING COMPANY	24
Standard UPS Systems, Surge, Power Protection & Power Products	TRIPP LITE MANUFACTURING COMPANY	34
All Other Paging, Signaling & Valcom Products	VALCOM INC.	5
Multi-Path Products	VALCOM INC.	44
Standard Communication Products & Music For Life	VALCOM INC.	31
Signal Boosters & Other Communication Products	WILSON	3
All Other Raceway & Plugmold	WIREMOLD / LEGRAND	5
Standard Raceway & Plugmold	WIREMOLD / LEGRAND	31