



CONTRACT RENEWAL LETTER

Date: October 15, 2025
Contract #: UCPJMU6162
Service: Athletic Equipment, Apparel, & Related Services
Renewal Period: 11/1/2025 to 10/31/2026
Renewal #: 4 of 4 One-Yr
Issued By: James Madison University
Dylan Morris, Buyer Senior Ph: 540-568-3002
Fx: 540-568-7935

Contractor: Wellness Solutions, Inc.
Attn: Timothy Hipp
6614 James Madison Hwy
Haymarket, VA 20169 Ph: (800) 741-4412

Contract Administrator: Jessie Purcell, University Recreation Center

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 the labor rate will increase by 1.9% in accordance with the "other services" category of the CPI-W. All other contract pricing and discounts will remain the same. 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.

Wellness Solutions, Inc.

By: 

Timothy Hipp

Name (print)

President 10/22/2025

Title Date Signed

James Madison University

By: 

Dylan Morris,

Name (print)

Buyer Senior 10/15/2025

Title Date Signed

Contract #: UCPJMU6162

Contractor: Wellness Solutions, Inc.

Renewal Period: 11/01/2025 – 10/31/2026

Commodity: Athletic Equipment, Apparel, & Related Services

1. Contractor's pricing schedule is as follows:

Manufacturer	Products	Discount
Woodway	All Fitness/Sport Treadmill	5% off list price
	Curve/EcoMillMotorlessTreadmill	5% off list price
Keiser	All Strength Equipment	12% off list price
	M Series Spin Bike/Elliptical	14% off list price
FreeMotion	FM Selectorized Equipment	20% off list price
	FM Cardio Equipment	30% off list price
Troy/USA Sports	Weight Plates	20% off list price
	Accessories	15% off list price
Perform Better/Power Systems	All units in catalog	12-15% off list price
Dynamic Fitness	All items	25% off list price
PowerPlate	Main items	15% off list price
	Accessories	10% off list price
True	Cardio	20% off list price
	Selectorized Strength	15% off list price
TRX	All items excluding outdoor units	15% off list price
Concept 2	All items	12% off list price
TKO	All items	20% off list price
Lifecore Fitness	All items	12% off list price
HCI Fitness	All items	10% off list price

WSI Sports Flooring	Rolled/Tile Rubber Sheet Vinyl Turf	10% off list price/10% off list price 10% off list price
Hoist	All items	20% off list price
Rogers	All items	10% off list price
LiveO2	All items	10% off list price
Golden Designs	All items	18% off list price
Normatec – Hyperice	All Items	15% off list price
Service	Preventative Maintenance Parts Training/Strength & Conditioning System Labor rate: \$96.81 per hour	10% off hourly rate of service 10% off parts **2 hour minimum charge for all service visits (PM only) **no charge for travel – factored in to 2 hour block
American Barbell	All items	10% off list price

*An additional 3% discount shall be applied to all James Madison University orders.