



CONTRACT RENEWAL LETTER

Date: February 12, 2026
Contract #: UCPJMU6533
Service: Outdoor Furnishings & Accessories
Renewal Period: 3/1/2026 to 2/28/2027
Renewal #: 3 of 4 One-Yr
Issued By: James Madison University
 Terri Wuenschel, Buyer Specialist Ph: 540-568-7209
 Fx: 540-568-7935

Contractor: Ball Office Products
 Attn: Melissa Ball
 2100 Westmoreland St.
 Richmond, VA 23230 Ph: 804-204-1774


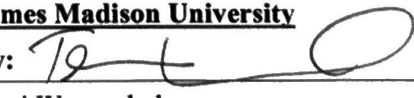
Contract Administrator: Gary Shears, Facilities Management

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.

<u>Ball Office Products</u>		<u>James Madison University</u>	
By: 		By: 	
_____ Melissa Ball		_____ Terri Wuenschel,	
	<i>Name (print)</i>		<i>Name (print)</i>
Managing Member	<u>2/13/26</u>	Buyer Specialist	<u>2/13/2026</u>
_____ Title	<i>Date Signed</i>	_____ Title	<i>Date Signed</i>

Contract #: UCPJMU6533
Contractor: Ball Office Products
Renewal Period: 3/1/2026 – 2/28/2027
Commodity: Outdoor Furnishings & Accessories

1. The contract offers the following discounts off manufacturer's list price:

Manufacturer	Price List	Discount	Freight Charges
Beaufurn https://beaufurn.com/	<u>beaufurn Price List</u>	39%	For all manufacturers listed, freight is calculated by carrier considering the weight and volume of items purchased.
Botton + Gardiner https://www.bottongardiner.com/	<i>Not Available – Pricing quoted upon request.</i>	36%	
Caluco Outdoor https://caluco.com/	<i>Not Available – Pricing quoted upon request.</i>	36%	
COE (OfficeSource) https://www.coedistributing.com/	<u>COE Price List</u>	40%	
Division 12 https://division12.com/	<u>Division 12</u>	36%	
Emeco https://www.emeco.net/	<i>Not Available – Pricing quoted upon request.</i>	30%	
Formaspace https://formaspace.com/	<i>Not Available – Pricing quoted upon request.</i>	36%	
Frovi https://frovi.co.uk/	<u>Frovi Veck Price</u> <u>Frovi Cloud Price</u> <u>Frovi OSTI Price</u>	36%	
GAR Products https://garproducts.com/	<i>Not Available – Pricing quoted upon request.</i>	36%	
Global Furniture Group https://www.globalfurnituregroup.com/	<u>Global Furniture Group Price List</u>	39%	
Grand Rapids Chair Company https://grandrapidschair.com/	<u>Grand Rapids Price List</u>	50%	
Green Furniture Concept https://greenfc.com/us/	<i>Not Available – Pricing quoted upon request.</i>	30%	
Homecrest Outdoor Living https://www.homecrest.com/	<i>Not Available – Pricing quoted upon request.</i>	40%	
Magnuson Group https://magnusongroup.com/	<i>Not Available – Pricing quoted upon request.</i>	30%	

Parcel https://www.parcelfurniture.com/	<u>Parcel Price List</u>	30%	
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Manufacturer	Price List	Discount	Freight Charges
Poly Concepts https://www.polyconcepts.com/	<i>Not Available – Pricing quoted upon request.</i>	39%	For all manufacturers listed, freight is calculated by carrier considering the weight and volume of items purchased.
SAFCO https://gosafco.com/	<u>SAFCO Price List</u>	40%	
Segis https://www.segis.it/us/home/	<u>Segis Price List</u>	40%	
SixInch https://sixinchusa.com/	<u>SixInch Price List</u>	36%	
Smith System https://smithsystem.com/	<u>Smith System Price List</u>	30%	
Source International https://www.sourceinternationaldesign.com/	<u>Source International Price List</u>	39%	
Telescope https://www.telescopecasual.com/	<i>Not Available – Pricing quoted upon request.</i>	30%	
Tenjam https://tenjam.com/	<u>Tenjam Price List</u>	36%	
Terracast https://www.terracastproducts.com/	<i>Not Available – Pricing quoted upon request.</i>	36%	
TROPITONE https://www.tropitone.com/outdoor-furniture/commercial	<i>Not Available – Pricing quoted upon request.</i>	10%	
Venue Industries https://venueindustries.com/	<i>Not Available – Pricing quoted upon request.</i>	40%	
VIA Seating https://viaseating.com/	<u>VIA Seating Price List</u>	40%	