



CONTRACT RENEWAL LETTER

Date: December 06, 2024
Contract #: UCPJMU6541
Service: Theatrical, Athletic Field, & Specialty Lighting
Renewal Period: 2/19/2025 to 2/18/2026
Renewal #: 2 of 4 One-Yr
Issued By: James Madison University
Autumn Foster, Buyer Senior Ph: 540-568-7209
Fx: 540-568-7935
Contractor: Barbizon Capitol
Attn: Zack Barber
6437-G General Green Way
Alexandria, VA 22312
Contract Administrator: Shawn Tucker, School of Theatre & Dance

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 previous contract pricing schedule is hereby replaced with the pricing schedule 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.

Barbizon Capitol

By: Zack Barber
Zack Barber

Name (print)

Senior Sales Representative 12/06/2024

Title Date Signed

James Madison University

By: Autumn Foster
Autumn Foster,

Name (print)

Buyer Senior

Title

12/06/2024
Date Signed

Contract #: UCPJMU6541

Contractor: Barbizon Capitol

Renewal Period: 2/19/2025 – 2/18/2026

Commodity: Theatrical, Athletic Field, & Specialty Lighting

PRICING SCHEDULE:

The following Labor, Other Fees, and Discounts sections represent the negotiated pricing for all represented items and should be reflected in all quotes and proposals for the University. No other fees or charges shall be acceptable.

PRICING SCHEDULE BY ZONE									
	Zone 1	Zone 2	Zone 3	Zone 4	Zone 5	Zone 6	Zone 7	Zone 8	Zone 9
Regular Time Labor Rates (7:30 a.m. to 4:00 p.m. Monday – Friday)* Lighting Installation and Repair Services Rates									
<i>Field Services/Repair Technician</i>									
Labor Rate \$/hour	\$106.25	\$106.25	\$106.25	\$106.25	\$106.25	\$106.25	\$106.25	\$106.25	\$106.25
Overtime/Emergency Labor Rates (Outside of Regular Time working hours)* Lighting Installation and Repair Services Rates									
<i>Field Services/Repair Technician</i>									
Labor Rate \$/hour	\$212.50	\$212.50	\$212.50	\$212.50	\$212.50	\$212.50	\$212.50	\$212.50	\$212.50

PRICING SCHEDULE BY ZONE									
	Zone 1	Zone 2	Zone 3	Zone 4	Zone 5	Zone 6	Zone 7	Zone 8	Zone 9
Regular Time Labor Rates (7:30 a.m. to 4:00 p.m. Monday – Friday)* Lighting Design and Analysis Services Rates									
<i>System Integrator</i>									
Labor Rate \$/hour	\$106.25	\$106.25	\$106.25	\$106.25	\$106.25	\$106.25	\$106.25	\$106.25	\$106.25
Overtime/Emergency Labor Rates (Outside of Regular Time working hours)* Lighting Design and Analysis Services Rates									
<i>System Integrator</i>									
Labor Rate \$/hour	\$212.50	\$212.50	\$212.50	\$212.50	\$212.50	\$212.50	\$212.50	\$212.50	\$212.50

PRICING SCHEDULE BY ZONE									
	Zone 1	Zone 2	Zone 3	Zone 4	Zone 5	Zone 6	Zone 7	Zone 8	Zone 9
Lighting Products and Equipment (List by Manufacturer and Discount rate offered)									
Manufacturer	% Off List Discount Offered by Zone								
Altman Lighting	15%	15%	15%	15%	15%	15%	15%	15%	15%
ETC	15%	15%	15%	15%	15%	15%	15%	15%	15%

Other Fees	
Charge Card Processing Fees:	3%

LINE ITEM PRICING FOR SPECIFIC THEATRICAL LIGHTING

Lighting Products and Equipment (Provide catalogue price and net price to JMU for these items)			
Line Item	List/Catalogue Price	% off List Price	Net Price to JMU
Lighting Gel – 20"x24" Sheet, Rosco	\$12.00	25%	\$9.00
Lighting Gel – 20"x24" Sheet, Gam	\$12.00	25%	\$9.00
Lighting Gel – 24" x 25' Roll, Rosco	\$148.25	25%	\$111.18
Steel Gobo – Rosco, ETC Source 4 Size A	\$17.00	20%	\$13.60
Gobo Holder – City Theatrical, S4 Size A	\$11.32	20%	\$9.05
Dance floor tape – 2"x36 yard, Black	\$15.91	55%	7.15
Spike tape – ½" x 60 yards	\$12.70	45%	\$6.98
Gaffer tape – 2"x55 yards	\$33.00	45%	\$18.50

General Pricing Structures

- All VASCUPP entities shall receive a discount of at least 15% on the following brands:
 - ETC
 - ROBE
 - CHAUVET
 - ELATION
 - PRO-TAPES
 - PROLIGHTS
 - PATHWAY CONNECTIVITY
 - BLIZZARD LIGHTING
- 15% is the minimum discount for the above brands. Larger discounts may be applied on a per-order basis.
- Barbizon will strive to apply a 15% discount to all brands but only the brands listed above are contractually committed.
- All VASCUPP entities shall receive a 15% discount on all services in our attached Services Schedule (see next page).
- James Madison University (only) shall receive free travel for service calls (not including overnights).
- All shipments are FOB destination.
- Barbizon reserves the right to charge a 3% credit card service fee.
- Pricing may exclude service parts for repairs.



SERVICE DEPARTMENT FEE SCHEDULE

In-House Services

Repair Evaluation Fee:	\$ 85.00 per unit
<i>(Evaluation fee is rolled into the cost of all approved repairs and charged to non-repaired items)</i>	
In-House Repair:	\$ 85.00 per hour
In-House Programming:	\$ 100.00 per hour
Expedite Repair Fee:	\$ 125.00 per unit

Field Services

Flat Rate Structure:	
½ day: Normal business hours (8am-6pm)	\$500.00
Day rate: Normal business hours (8am-6pm)	\$1000.00
After hours: (Hours required between 6PM-8AM Monday-Friday)	
½ day:	\$1000.00
Day rate:	\$2000.00

Expedited:

**** On site with less than 21 day notice**

½ day: Normal business hours (8am-6pm)	\$750.00
Day rate: Normal business hours (8am-6pm)	\$1500.00

Travel:	\$100.00 per hour
(Travel greater than 1 hour)	

Overnight:	\$ 350.00 per night
(Premium locations may incur additional charge)	

ALL VASCUPP ENTITIES RECIEVE A 15% DISCOUNT FROM ALL SERVICES LISTED. JAMES MADISON UNIVERSITY ALONE IS EXEMPT FROM TRAVEL COSTS(NOT INCLUDING OVERNIGHTS).



Technical Services Terms & Conditions

1) RATES

All rates and fees are subject to change by Barbizon annually.

2) WARRANTY INFORMATION

Customer is limited to the terms and conditions of the manufacturer's warranty. During the warranty period, however, customers may hire Barbizon Lighting Company for field labor, when necessary, at the contracted rates. Barbizon only warrants the work performed at the time of service.

3) EQUIPMENT

Barbizon assumes no liability for equipment moved from its originally installed location or any cosmetic or physical damage caused wherein. Barbizon is not responsible for the storage or safe keeping of equipment once decommissioned or removed by Barbizon personnel. Equipment can be re-evaluated for proper working order upon equipment reinstallation per manufacturer's specs.

4) ELECTRICAL CONTRACTOR

Barbizon Lighting Company is not an electrical contractor. For cable runs, fixtures, and high voltage wiring, Barbizon will assist you and your electrical contractor in troubleshooting and new installations.

5) ACCESS

Barbizon Lighting Company is not responsible for providing lift or ladder access, unless included in the quote for service. This is to be provided via the contract holder and all equipment must be up to standard OSHA safety standards.

Barbizon Lighting and the manufacturer are not responsible for damage to the equipment resulting from improper installation, physical damage, use in which the equipment is not intended or designed, or abusive operating conditions.