JAMES MADISON UNIVERSITY

CONTRACT RENEWAL LETTER

Date:	October 22, 2026	
Contract #:	UCPJMU6794	
Service:	Water Treatment & Services for Cooling Towers, Boilers, & Related Equipment	
Renewal Period:	1/3/2027 to 1/2/2028	
Renewal #:	3 of 9 One-Yr	
Issued By:	James Madison University Michael Morrison, Lead Contract Officer & Project Manager	Ph: 540-568-6181 Fx: 540-568-7935
Contractor:	Water Chemistry, Inc. Attn: Scott Russow 3404 Aerial Way Drive Roanoke, VA 24018	Ph: (540) 343-3618
Contract Administrator:	David Eppard, 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 increase by 3% 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.

Water Chemistry, Inc.	**James Madison University**
By:	**By:** Michael Morrison
Scott Russow	Michael Morrison, MS, VCCO, CUPO, CPPB
Name (print)	*Name (print)*
Regional Manager	Lead Contract Officer & Project Manager
Title	*Title*
10-22-2026	10/22/2026
Date Signed	*Date Signed*

Contract #: UCPJMU6794
Contractor: Water Chemistry, Inc.
Renewal Period: 1/3/2027 – 1/2/2028
Commodity: Water Treatment & Services for Cooling Towers, Boilers, & Related Equipment

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.

Monthly Pricing for Testing, Routine Services, Test Kits and Reagent Chemicals	
Ninety Eight (98) closed loops with water	$134.34
Twenty Two (22) closed loops with propylene glycol	$134.34
Twenty Four (24) cooling towers with a total capacity of 8,108 tons and 31 cooling tower cells	$1,612.14
Monthly review and recommendations of Twenty Four (24) cooling towers and all 31 cooling tower cells	$1,074.76
Perform facility legionella plan testing on 24 cooling towers with quarterly provision up to 24 – 5 gallon containers of >12% active sodium hypochlorite and 24 legionella culture CDC Elite certified tests per year	$1,370.32
Monthly East and West Plant review and recommendations of five (5) HP Steam Boilers	$1,074.76
Monthly East and West Plant review and recommendations of six (6) condensate return systems	$322.43
Monthly East and West Plant review and recommendations for three (3) DA Feedwater Systems	$107.48
Monthly East and West Plant review and recommendations of four (4) water softeners	$53.74
Monthly East and West Plant review and recommendations of four (4) condensers	$1,370.32
Monthly East Plant review and recommendations of one (1) centralizer chiller water system	$53.74
Quarterly review and recommendations of Location 1 CISAT A3B Lab DI System	$365.42
Quarterly review and recommendations of Location 2 CISAT A3B Humidification RODI System	$182.71
Quarterly review and recommendations of Location 3 CISAT A3B Lab RODI System	$532.01
Quarterly review and recommendations of Location 4 A2 DI System	$128.97
Quarterly review and recommendations of Location 5 Carrier Library Humidification RO System	$118.22
TOTAL PRICE PER MONTH	**$8,635.70**
Pricing For Optional Services	
Price to perform one set of HPC and CDC Elite Certified Legionella	$268.69
Price to perform one set of Free Chlorine DPD Test	$32.24
Price to perform one set of Lead and Copper Test	$128.97
Price to perform one set of Total Coliform and E. Coli Bacteria Test	$128.97
Price to perform one Basic Water Management Plan	$3,546.70

Products & Equipment	
	% Off List Discount Offered by Zone
Replacement parts and/or components	15%
New water systems and HVAC related equipment	15%

PRICING SCHEDULE BY ZONE

Regular Time Labor Rates (7:30 AM – 4:00 PM Monday – Friday)*									
Service	*Zone 1*	*Zone 2*	*Zone 3*	*Zone 4*	*Zone 5*	*Zone 6*	*Zone 7*	*Zone 8*	*Zone 9*
Service Technician/Tradesman Labor Rate $/hour	$102.10	$102.10	$102.10	$102.10	$102.10	$102.10	$102.10	$102.10	$102.10
Engineer/Scientist Labor Rate $/hour	$188.08	$188.08	$188.08	$188.08	$188.08	$188.08	$188.08	$188.08	$188.08
Overtime/Emergency Labor Rates (Outside of Regular Time working hours)									
Service Technician/Tradesman Labor Rate $/hour	$102.10	$102.10	$102.10	$102.10	$102.10	$102.10	$102.10	$102.10	$102.10
Engineer/Scientist Labor Rate $/hour	$188.08	$188.08	$188.08	$188.08	$188.08	$188.08	$188.08	$188.08	$188.08

Other Fees		
Charge Card Processing Fees:	0	**%**
Any extra travel will meet GSA standards.		

1. Any change in the scope described herein shall be mutually agreed upon by the Purchasing Agency and Contractor with all changes first being authorized through either a contract modification and/or a change order issued by the Purchasing Agency.
2. Parties agree that this Negotiation Summary modifies RFP# MPM-1195 and the Contractor's initial response to RFP# MPM-1195, and in the event of conflict this negotiation summary shall take precedence.
3. Contractor agrees that all exceptions taken within their initial response to RFP# MPM-1195 that are not specifically addressed within this negotiation summary are null and void.

Maintenance and Services for RO/DI Water Treatment Systems:

A. **Location One, CISAT A3 Building Lab DI System**: DI system with pre and post filtration and an automatically filled storage tank with recirculation loop and UV sterilization with loop filtration.

1. Contractor shall provide start-up costs to include all labor, materials, equipment, supervision, disposal, and documentation necessary to monitor and maintain a DI system totalizing water meter, replace all filters, exchange bottles, and UV bulbs as needed below. Note: bacteria testing to be either HPC or Total Count with a trigger of >100 cfu/ml triggering loop sanitization.

Quantities	Materials
1	20” 5 micron polypropylene pre-filter
1	20” 1 micron polypropylene post-filter
1	3.6 ft^3 carbon tank
3	3.6 ft^3 mixed bed DI tanks
1	1.2 ft^3 mixed bed DI tanks
2	20” 0.2 micron vent filters
7	30” 0.2 micron final filters
6	Aquafine ZCSPL17491 254nm UV lamps
12	Aquafine ZCSPL3095 185nm UV lamps
1	Storage tank/loop Sanitization

2. Contractor shall include the following recurring services as needed below.

Review Operators log book and check water quality	Quarterly
System pre-filter cartridge replacement	Quarterly
System post-filter cartridge replacement	Quarterly
Exchange 3.6 ft3 carbon tanks	Semi-annually
Exchange 3.6 ft3 mixed bed worker DI tanks	Quarterly
Exchange 1.2 ft3 mixed bed DI tanks	Quarterly
Replace Vent filter cartridges	Annually
Replace Loop Filters	Annually
Replace UV units lamps	Annually
Loop system peroxide sanitation	As needed

B. **Location Two, CISAT A3 Building Humidification Treatment System**: RODI system with pre and post filtration with recirculation loop.

1. Contractor shall provide start-up costs to include all labor, materials, equipment, supervision, disposal, and documentation necessary to monitor and maintain a RODI system totalizing water meter, replace all filters, and exchange bottles as needed below.

Quantities	Materials
1	20” 5 micron polypropylene pre-filter
2	3.6ft^3 mixed bed worker DI tanks

2. Contractor shall include the following recurring services as needed below.

Review Operators log book and check water quality	Quarterly
System pre-filter cartridge replacement	Quarterly
System feed water analysis	Quarterly
Load softener salt to brine tank	Quarterly
Exchange (2) 3.6ft^3 mixed bed worker DI tank	Quarterly
System UV Bulb replacement	Quarterly

C. **Location Three, CISAT A3B Building Lab RO/DI System**: RO/DI System with per and post filtration and two automatically filled storage tanks with dual recirculation loops and dual UV sterilization with dual loop filtration.

1. Contractor shall provide all-inclusive costs to include all labor, materials, equipment, supervision, disposal, and documentation necessary to monitor and maintain a DI totalizing water meter, replace all filters, exchange bottles and UV bulbs as needed below. Note: bacteria testing to be either HPC or Total Count with a trigger of >100 cfu/ml triggering loop sanitization.

Quantities	Materials
1	20" 5 micron BB polypropylene sys pre-filter
1	10" 5 micron BB polypropylene RO pre-filter
15	40# bags of softener salt with rust remover
2	3.6ft^3 mixed bed worker DI tank
1	20" 1 micron polypropylene DI post-filter
4	20" 0.2 micron vent filters
28	30" 0.2 micron final filters
8	Aquafine ZCSPL17491 254nm UV lamps

2. Contractor shall include the following recurring services as needed below.

Review operators log book and check water quality	Quarterly
System feed water analysis	Quarterly
Replace system inlet pre-filter cartridges	Quarterly
Replace RO skid pre-filter cartridges	Quarterly
Deliver and Load softener salt to brine tank	Quarterly
Exchange (1) 3.6ft^3 mixed bed worker DI tank	Quarterly
Replace DI post-filter cartridges	Quarterly
Replace vent filter cartridges	Annually
Replace loop filters	Annually
Replace UV unit lamps	Annually
Loop System peroxide sanitization	As needed

D. **Location Four, A2 Lab DI System**: Location has Recirculating DI System

1. Contractor shall provide all-inclusive costs to include all labor, materials, equipment, supervision, disposal, and documentation necessary to monitor and maintain a DI totalizing water meter, replace all filters, exchange bottles and UV bulbs as needed below.

Quantities	Materials
1	10" 5 micron polypropylene pre-filter
1	10" 0.2 micron polypropylene post-filter
1	1.2ft^3 carbon tank
2	1.2ft^3 mixed bed DI tanks
1	UV Lamp

2. Contractor shall include the following recurring services as needed below.

Review Operators log book and check water quality	Quarterly
System pre-filter cartridge replacement	Quarterly
System post-filter cartridge replacement	Quarterly
Exchange 1.2ft^3 carbon tank	Semi-annually
Exchange 1.2ft^3 mixed bed worker DI tanks	Quarterly
Replace UV lamps	Semi-annually

E. **Location Five, Carrier Library Humidification RO System**: Location has Recirculating RO System

1. Contractor shall provide all-inclusive costs to include all labor, materials, equipment, supervision, disposal, and documentation necessary to monitor and maintain a RO System, replace all filters, and UV bulbs as noted below.

Quantities	Materials
1	10” 5 micron polypropylene pre-filter
1	10” 0.2 micron polypropylene post-filter
2	1.2ft^3 mixed bed DI tanks
1	UV Lamp

2. Contractor shall include the following recurring services as needed below.

Review Operators log book and check water quality	Quarterly
System pre-filter cartridge replacement	Quarterly
System post-filter cartridge replacement	Quarterly
Exchange 1.2ft^3 mixed bed worker DI tanks	Quarterly
Replace UV lamps	Semi-annually

F. Special notes for all systems
   a) Total system volumes are not known.
   b) The minimum desired water quality for all systems is >1 megohms
   c) Electronic Service Reports shall be generated and emailed to JMU staff the day of service
   d) All exchange tanks are the property of the Contractor

G. Contractor shall perform work between 7:30 AM – 4:00 PM, Monday through Friday.

H. All costs shall be exclusive of travel. Exception may be granted by JMU on a case-by-case basis. In the event an exception is made, contractors billing for travel-related expenses must be billed in accordance with the Commonwealth of Virginia’s per diem allowance for lodging, meals, and incidental expenses at the time of travel which can be referenced at http://www.jmu.edu/finprocedures/4000/4215mie.shtml.

I. All services provided under this contract shall be trained repair technicians and all work shall be performed in a workmanlike manner in accordance with the manufacturer's recommended equipment maintenance procedures. Submit all qualifications and certifications associated with the different systems.