



**CONTRACT RENEWAL LETTER**

**Date:** April 09, 2025  
**Contract #:** UCPJMU6887  
**Service:** University Fleet and Facilities Vehicles  
**Renewal Period:** 5/10/2025 to 5/9/2026  
**Renewal #:** 1 of 4 One-Yr  
**Issued By:** James Madison University  
 Juan Becerra Martinez, Buyer Senior Ph: 540-568-3130  
 Fx: 540-568-7935

**Contractor:** Apple Ford Inc. DBA Apple Ford Lincoln  
 8800 Stanford Bld  
 Columbia, MD 21045

**Contract Administrator:** Doug Judy, 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.

**Apple Ford Inc. DBA Apple Ford Lincoln**

**By:** Ned Doetsch  
 Name (print)  
 Title General Manager  
 Date Signed 4/9/25

**James Madison University**

**By:** Juan Becerra Martinez  
 Name (print)  
 Title Buyer Senior  
 Date Signed 04/09/2025

**Contract #:** UCPJMU6887

**Contractor:** Apple Ford Inc. DBA Apple Ford Lincoln

**Renewal Period:** 5/10/2025 – 5/9/2026

**Commodity:** University Fleet and Facilities Vehicles

**1. Pricing:**

Vehicle Manufacturer	% OFF MSRP
Ford Hybrid/Plug-In	1.25%
Ford SUV's	1.75%-2.55%
Ford Truck	2.7%
Ford Super Duty	1.85%-1.95%
Ford Transit Van	1.85%-1.95%
Mitsubishi CUV Hybrid	1.25%

<u>MAKE</u>	<u>MODEL</u>	<u>% OFF MSRP</u>
New Ford	Escape	1.75%
New Ford	Edge	1.75%
New Ford	Explorer	1.85%
New Ford	Expedition	2.55%
New Ford	F150s	2.70%
New Ford	Super Duty	2.65%
New Ford	Transit Van	1.85%
New Ford	Transit Pasg	1.95%
New Ford	Hybrid	1.25%
New Ford	Electric	1.25%
Mitsubishi	Hybrid/Electric	1.25%

2. Contractor shall charge a \$200.00 flat delivery fee for all Zones designated.
3. Contractor agrees that JMU will handle the registration and the processing fee will be waived. Contractor will charge \$19.00 for a temporary tag.
4. Each vehicle purchased shall include two key sets at no charge. Contractor will charge \$375.00 for a third key as required by JMU.
5. Contractor shall agree that all fees have been disclosed. No additional fees will be accepted.
6. Parties agree that this Negotiation Summary Modifies RFP # THW-1204 and the Contractor's initial response to RFP # THW-1204, and in the event of conflict the negotiation summary shall take precedence.
7. Any change in the scope or pricing 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.