



CONTRACT RENEWAL LETTER

Date: February 06, 2026
Contract #: UCPJMU6887
Service: University Fleet and Facilities Vehicles
Renewal Period: 5/10/2026 to 5/9/2027
Renewal #: 2 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 Blvd
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 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.

Apple Ford Inc. DBA Apple Ford Lincoln

By: Justin Slapper
Justin Slapper

Name (print)

Grant Sales Dir. 2/9/26
Title Date Signed

James Madison University

By: Juan Becerra Martinez,
Juan Becerra Martinez,

Name (print)

Buyer Senior 02/06/2026
Title Date Signed

**Contract #:** UCPJMU6887

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

**Renewal Period:** 5/10/2026 – 5/9/2027

**Commodity:** University Fleet and Facilities Vehicles

**1. Pricing:**

Vehicle Manufacturer	MODEL	% 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%
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%
Honda	HR-V	3%
Honda	CR-V	3%
Honda	Accord	3%

Honda	Civic	3%
Honda	Passport	3%
Honda	Pilot	3%
Honda	Odyssey	3%
Honda	Hybrid/Electric	3%

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.