



## CONTRACT RENEWAL LETTER

**Date:** May 15, 2025  
**Contract #:** UCPJMU6952  
**Service:** Flooring: On Demand Materials & Services  
**Renewal Period:** 8/9/2025 to 8/8/2026  
**Renewal #:** 1 of 4 One-Yr  
**Issued By:** James Madison University  
Terri Wuenschel, Buyer Specialist Ph: 540-568-7209  
Fx: 540-568-7935  
**Contractor:** Harmony Associates, Inc. dba Blue Ridge Coatings &  
Supply  
Attn: David Trail  
3802 Brambleton Avenue  
Roanoke, VA 24018 Ph: 540-989-3319  
**Contract Administrator:** Kirk Morris, 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.

### **Harmony Associates, Inc. dba Blue Ridge Coatings & Supply**

By: 

David Trail

*Name (print)*

President

*Title*

*Date Signed*

5/19/25

### **James Madison University**

By: 

Terri Wuenschel,

*Name (print)*

Buyer Specialist

*Title*

*Date Signed*



Renewal #1

**Contract #:** UCPJMU6952

**Contractor:** Harmony Associates, Inc. dba Blue Ridge Coatings & Supply

**Renewal Period:** 8/9/2025 – 8/8/2026

**Commodity:** Flooring: On Demand Materials & Services

### 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. The following pages, taken from the RFP and edited where negotiated, represent the agreed-upon pricing for this contract.

Misc. Fees		
<b>Charge Card Processing Fees:</b>	0	%
Any extra travel will meet GSA standards.		
<b>Warehousing Fee:</b> BRCS will warehouse materials for projects to be installed up to 30 days following the proposed installation date. Beyond 30 days, warehousing of stored materials will be charged to the customer at a rate of \$23.00 per pallet/per month. This will be for only the time following the proposed installation date. Rate will be prorated to 15 day increments (1/2 month).		
All material-only orders will be anticipated to ship directly to the customer unless otherwise directed. If it is required for materials-only jobs to be warehoused by BRCS, the warehousing fee will begin from the date of arrival of the materials. An additional delivery charge based on hourly labor/delivery rate will also be required.		

PRICING SCHEDULE BY ZONE									
	Zone 1	Zone 2	Zone 3	Zone 4	Zone 5	Zone 6	Zone 7	Zone 8	Zone 9
<b>Regular Time Labor Rates (7:30 a.m. to 4:00 p.m. Monday – Friday)* Service Rates</b>									
<i>Project Manager</i>									
Labor Rate \$/hour		\$103.00					\$110.00	\$92.00	\$110.00
<i>Lead Installer</i>									
Labor Rate \$/hour		\$78.00					\$84.00	\$70.00	\$84.00
<i>Installer</i>									
Labor Rate \$/hour		\$56.00					\$60.00	\$50.00	\$60.00
<i>Laborer</i>									
Labor Rate \$/hour		\$43.00					\$46.00	\$38.00	\$46.00
<b>Overtime/Emergency Labor Rates (Outside of Regular Time working hours)* Service Rates</b>									
<i>Project Manager</i>									
Labor Rate \$/hour		\$144.00					\$165.00	\$134.00	\$165.00
<i>Lead Installer</i>									
Labor Rate \$/hour		\$109.00					\$125.00	\$102.00	\$125.00
<i>Installer</i>									
Labor Rate \$/hour		\$78.00					\$90.00	73.00	\$90.00
<i>Laborer</i>									
Labor Rate \$/hour		\$60.00					\$68.00	\$56.00	\$68.00



Renewal #1

ADDITIONAL NEGOTIATION ITEMS:

- BRCS offers an additional 6 month warranty to the University and its counterparts in addition to the contractual 1 year warranty.
- In addition to the materials discounts based on manufacturer, BRCS offers the following additional discounts for materials-only purchases based on the graduated scale below:

Additional Discount	Purchase Subtotal
1%	\$25,000 +
2%	\$50,000 +
3%	\$100,000 +
4%	\$200,000 +

- A separate delivery charge will be required for material only purchases *if* materials cannot be drop-shipped directly to the customer. The delivery charge will be based on the material type, quantity, and location of delivery. The delivery charge will be included in the quote.
- BRCS agrees to the following sub-contractor mark up rates for James Madison University:
  - 10% for all work \$50,000.00 and above.
  - 15% for all work below \$50,000.00.
- All cooperative use of the contract would follow the scale below for sub-contractor markup:

Sub-contractor Markup	Project Size
10%	\$250,000 +
12%	\$100,000 - \$249,999.99
15%	\$25,001 - \$99,999.99
17%	\$0 - \$25,000

- All subcontractor markup will be clearly shown on provided quotes.



Renewal #1

- A. Hardware Cost per Device:
  - a. SREDKey 2:
    - i. With MSR: \$234.45
    - ii. Without MSR: \$213.61
  - b. Wisepad 2: \$166.72
  - c. PAX S500 (Stand Alone): \$327.19
  - d. PAX A920: \$427.22
  - e. One-Time Key Injection Fee: \$36.47
- B. PCI Validated P2PE Cost per Transaction: \$0.10
- C. PAYConex Cost per Transaction: \$0.05
- D. Monthly Device Monitor/Management Cost per Device per Month: \$31.26
- E. Contract shall pass on exact freight charges to the Purchasing Agency





## Materials Pricing Schedule

### Part 1

<b>Epoxy, Resinous, Urethane, Polishes, etc...:</b>				
Manufacturer	Product	List Price	% Discount	Extended Price
Sherwin Williams	ALL	As listed	As listed per Material Type	To be calculated
Dura-Flex	ALL	As listed	As listed per Material Type	To be calculated
Sika	ALL	As listed	As listed per Material Type	To be calculated
Temenc	ALL	As listed	As listed per Material Type	To be calculated
KimProof Polymers	ALL	As listed	As listed per Material Type	To be calculated
Neogard	ALL	As listed	As listed per Material Type	To be calculated

- BRCS intends to include other manufacturers products as needed/requested by the customer. Each product discount rate will coincide with the appropriate discount rate listed

- See attached sample price list for Dur-A-Flex products for an example of a list price catalog.

### **Other Potential Flooring (to potentially be added as needed)**

Example of **potential** manufacturer product list shown below:

Manufacturer	Product	List Price	% Discount	Extended Price
Shaw	All	As listed	As listed per Material Type	To be calculated
Mohawk	All	As listed	As listed per Material Type	To be calculated
Johnsonite	All	As listed	As listed per Material Type	To be calculated
Milliken	All	As listed	As listed per Material Type	To be calculated
Tarkett	All	As listed	As listed per Material Type	To be calculated
Mannington	All	As listed	As listed per Material Type	To be calculated

\*Other products and manufacturers to be included as needed/requested.

\*The above listed "potential" manufacturers are **not currently manufacturers that BRCS has as vendors but are an example** of the vendors and types of vendors that may be added as we grow and see potential to provide our customers with a wider range of products.

### **Notes**

\* A catalog price list will be provided for manufacturers who do produce price lists. For products that do not have published "LIST" prices a list price will be calculated based on standard manufacturer rates and discount appropriately.

\*Specifications, manufacturer's warranty, recycled content will be provided as needed/ available.



## **Materials Pricing Schedule**

### **Part 2**

#### **Material Types:**

<b><u>Epoxy, Resinous, Urethane, Polishes, etc...:</u></b>	<b><u>Discount Rate</u></b>	
Sealers	2 - 7%	
Thin-film epoxy flooring (with or w/out Poly topcoat)	3 - 9%	
Monochromatic higher-build resinous (epoxy + Poly)	3 - 12%	
Epoxy-based decorative flooring in flake, colored quartz or metallic format	3 - 12%	
Urethane cement-based flooring (can be decorative or mono)	2 - 10%	
High chemical-resistant flooring with specialty resins	2 - 5%	*Specialty flooring
High heat-resistant flooring with specialty resins	2 - 5%	*Specialty flooring
High impact-resistant industrial resinous flooring	2 - 5%	*Specialty flooring
Traffic bearing, elastomeric waterproofing membranes	3 - 10%	
Conductive/ESD flooring	2 - 7%	
Concrete polish / stain	2 - 8%	
Sundry, accessory items	4 - 15%	

*\*Note: Resinous flooring and coatings generally are not largely discounted products, thus BRCS discounts are not as high as many other flooring products.*

<b><u>Other Flooring (to potentially be included)</u></b>	
Carpet (carpet tile & broadloom)	5 - 28%
Resilient (LVT, VCT, Sheet vinyl, etc)	8 - 30%
Rubber treads, Tiles, covebase	8 - 30%
Transitions	8 - 30%
Ceramic Tile	10 - 29%
Adhesives, Setting Materials	10 - 15%
Sundry, accessory items	10 - 15%

#### **Notes:**

- Materials discounts will be applied as per each job based on the specific product selected and quantity.  
For larger projects a higher discount may be used.

- Not all products are discounted at the same rate. Also each manufacturer discounts their products as different rates. For this reason we have included a range of discounts for the product types.
- For products that do not have published "LIST" prices a list price will be calculated based on standard manufacturer rates and discounted appropriately.
- BRCS intends to include other manufacturers products as needed/requested by the customer. Each product discount rate will coincide with the appropriate discount rate listed above.
- Freight prices will be included separately from material line items.
- Catalog list prices are updated frequently. List prices will be utilized based on the most recent list price/catalog.