



CONTRACT RENEWAL LETTER

Date: May 21, 2025
Contract #: UCPJMU6953
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: Cavalier Carpets, Inc.
 8707 Seminole Trail
 Ruckersville, VA 22968

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.

Cavalier Carpets, Inc.

By: Steven Kirk
Steven Kirk

Name (print)
Office Manager 5-29-25
Title Date Signed

James Madison University

By: Terri Wuenschel
Terri Wuenschel,

Name (print)
Buyer Specialist 5/21/25
Title Date Signed

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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	
Charge Card Processing Fees:	0 %
Any extra travel will meet GSA standards.	
Warehousing Fee: Up to 30 days, no warehousing fee. Beyond 30 days: \$500.00 per month.	

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)* Service Rates									
<i>Project Manager</i>									
Labor Rate \$/hour		\$65.43							
<i>Lead Installer</i>									
Labor Rate \$/hour		\$29.00							
<i>Installer</i>									
Labor Rate \$/hour		\$20.00							
<i>Laborer</i>									
Labor Rate \$/hour		\$16.21							
Overtime/Emergency Labor Rates (Outside of Regular Time working hours)* Service Rates									
<i>Project Manager</i>									
Labor Rate \$/hour		\$98.15							
<i>Lead Installer</i>									
Labor Rate \$/hour		\$43.50							
<i>Installer</i>									
Labor Rate \$/hour		\$30.00							
<i>Laborer</i>									
Labor Rate \$/hour		\$24.31							

Unit Pricing

	Item or Service	Unit of Measure Included	Price	Discount	Total
	Labor Demo				
1	Remove Stretched in Carpet	Square Foot	0.72		\$0.72
2	Remove Glued Down Carpet	Square Foot	\$0.72		\$0.72
3	Remove Carpet Tile	Square Foot	\$0.72		\$0.72
4	Remove VCT	Square Foot	\$1.75		\$1.75
5	Remove Rubber Tile	Square Foot	\$2.00		\$2.00
6	Remove 4" Cove Base	Lineal Foot	\$0.45		\$0.45
7	Remove 6" Cove Base	Lineal Foot	\$0.60		\$0.60
8	Remove LVT (wood subfloor)	Square Foot	\$1.75		\$1.75
9	Remove LVT (concrete subfloor)	Square Foot	\$1.75		\$1.75
10	Demo Equipment	Per Day	\$425.00		\$425.00