



CONTRACT RENEWAL LETTER

Date: June 22, 2023
Contract #: UCPJMU5195
Service: Athletic Award Rings and Jewelry
Renewal Period: 9/10/2023 to 9/9/2024
Renewal #: 5 of 5 One-Yr
Issued By: James Madison University
Garrett Morris, Buyer Senior Ph: 540-568-4501
Fx: 540-568-7935
Contractor: Jostens
7760 France Avenue South, Suite 400
Minneapolis, MN 55435
Contract Administrator: Mac Hart, Athletics

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.

Jostens

By: Chris Poitras
Chris Poitras

Name (print)

SVP & GM, College & Pro Sports 6/27/23

Title

Date Signed

James Madison University

By: Garrett Morris
Garrett Morris, CUPO, CPPB

Name (print)

Buyer Senior

Title

6/22/23
Date Signed



Contract #: UCPJMU5195

Contractor: Jostens

Renewal Period: 9/10/2023 – 9/9/2024

Commodity: Athletic Award Rings and Jewelry

a. Ring Pricing:

	10K	14K	Silver Elite	Yellow Lustrium	White Lustrium	Suncast
Men's Traditional						
11 dwt	\$371.00	\$512.00	\$261.00	\$130.00	\$110.00	\$130.00
15 dwt	\$499.00	\$691.00	\$338.00	\$130.00	\$110.00	\$130.00
17 dwt	\$563.00	\$781.00	\$376.00	\$130.00	\$110.00	\$130.00
22 dwt	\$749.00	\$1,006.00	\$472.00	\$130.00	\$110.00	\$130.00
Men's Signet						
9dwt	\$306.00	\$422.00	\$223.00	\$130.00	\$110.00	\$130.00
11 dwt	\$371.00	\$512.00	\$261.00	\$130.00	\$110.00	\$130.00
15 dwt	\$499.00	\$691.00	\$338.00	\$130.00	\$110.00	\$130.00
Women's Signet						
9dwt	\$306.00	\$422.00	\$223.00	\$130.00	\$110.00	\$130.00
11 dwt	\$371.00	\$512.00	\$261.00	\$130.00	\$110.00	\$130.00
Women's Miniature						
3 dwt	\$124.00	\$154.00	\$160.00	\$130.00	\$110.00	\$130.00
7 dwt	\$242.00	\$332.00	\$184.00	\$130.00	\$110.00	\$130.00
12 dwt	\$403.00	\$557.00	\$280.00	\$130.00	\$110.00	\$130.00

b. Pendants:

	Silver Elite	Yellow Lustrium	White Lustrium	Suncast
Men's Traditional				
11 dwt	\$220.00	\$104.00	\$88.00	\$104.00
15 dwt	\$282.00	\$104.00	\$88.00	\$104.00
17 dwt	\$313.00	\$104.00	\$88.00	\$104.00
22dwt	\$390.00	\$104.00	\$88.00	\$104.00
Men's Signet				
9dwt	\$190.00	\$104.00	\$88.00	\$104.00
11 dwt	\$221.00	\$104.00	\$88.00	\$104.00
15 dwt	\$282.00	\$104.00	\$88.00	\$104.00
Women's Signet				
9dwt	\$191.00	\$104.00	\$88.00	\$104.00
11 dwt	\$221.00	\$104.00	\$88.00	\$104.00

Women's Miniature	Silver Elite	Yellow Lustrium	White Lustrium	Suncast
3 dwt	\$140.00	\$104.00	\$88.00	\$104.00
7 dwt	\$159.00	\$104.00	\$88.00	\$104.00
12 dwt	\$236.00	\$104.00	\$88.00	\$104.00

c. Championship Tags:

Lustrium®/Silver Elite®	\$200 - \$500
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d. Trophies & Awards:

Catalog Items	10% discount on catalog pricing
Custom Items	5% discount

e. Championship Ring Boxes:

Generic Championship Ring Box	\$20.00
Custom Championship Ring Box	\$26.00
Generic Coaches Ring Box	\$85.00
Custom Coaches Ring Box	\$85.00

f. Cuff Bracelet:

Sterling Silver	\$279.00
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g. Stone Pricing:

Carat Size	Average Point Size	Diamond	Cubic Zirconia
.01	1	\$16.00	\$2.50
.02	2	\$30.00	\$3.50
.03	3	\$45.00	\$4.00
.05	5	\$65.00	\$5.00
.10	10	\$130.00	\$10.00
.20	20	\$294.00	\$11.00
.25	25	\$385.00	\$12.00

Stone	13x11	12x10	8x6
Amethyst-Medium	\$235.00	\$215.00	\$190.00
Aquamarine - Medium	\$805.00	\$510.00	\$205.00
Bloodstone	\$70.00	\$60.00	\$30.00
Blue Star Sapphire	\$135.00	\$70.00	\$45.00
Blue Topaz	\$190.00	\$170.00	\$30.00
Camo Stones	\$20.00	\$20.00	\$20.00
Carnelian	\$40.00	\$35.00	\$20.00
Dinosaur Bone	\$169.00	\$99.00	\$79.00
Garnet	\$300.00	\$145.00	\$100.00
Hematite	\$40.00	\$35.00	\$20.00

Jade	\$40.00	\$35.00	\$30.00
Lapis	\$175.00	\$145.00	\$90.00
Malachite	\$169.00	\$99.00	\$79.00
Pietersite	\$169.00	\$99.00	\$79.00
Tiger Eye	\$150.00	\$135.00	\$85.00
Triple Quartz	\$49.00	\$49.00	\$49.00
Turquoise	\$169.00	\$99.00	\$79.00

Custom cut stones - \$35.00 additional fee

h. Custom Ring Options:

Encrusted lettering on stone	\$20.00
White Gold Stone	\$25.00
Custom Crest	\$25.00

CUSTOM TOOLING CHARGES	
<i>Shank Dies</i>	
Change of inscription (lettering) on an existing shank	\$56.00/style
Z mold new shank dies (per side)	\$275.00/style
CompuMolds	\$150.00/style
<i>Bezel Dies</i>	
Graphics Single	\$49.00/style
Graphics Double	\$49.00/style
<i>Crest Dies</i>	
Cast Crest and countersink tool (crest with stones)	\$144.00
All machine/die struck (crest without stones)	\$160.00
<i>Special Dies</i>	
Encrusting	\$76.00
Goldstone (panel top)	\$115.00
One Piece Top	\$165.00
Combo Top (LPG1/828R design)	\$174.00

i. Services for on-site sizing, to include travel, shall be of no additional cost to the University.

j. The base raw ring price shall be comprised of the following:

- i. Concept meetings
- ii. Sourcing
- iii. Sizing
- iv. Manufacturing
- v. Shipping, Handling, & Delivery
- vi. Limited Lifetime Warranty

k. Gold rings shall be based on the price of rings per the London Fix Price at the time of purchase.

<http://www.kitco.com/gold.londonfix.html>

- i. Gold ring pricing shall be calculated by using the following formula: **change in gold market x gold factor x ring pennyweight (dwt)**

1. Athletic Award jewelry retail ring pricing and options under this contract, with the exception of gold, shall not increase throughout the life of the contract. This includes but is not limited to all Alternate Alloy, Lustrium, Silver Elite, Suncast, Gemstones, and all other rings options.
2. Contractor shall provide JMU Head Coach rings at no cost.
3. For ring purchases of twenty-five (25) or more, Contractor shall provide a 5% discount off the total cost.
4. The Contractor has disclosed all potential fees. Additional charges will not be accepted.
5. JMU will issue a purchase order for each order based upon a quote provided by the Contractor. No additional agreements, order forms, or signatures will be required.
6. Changes after a purchase order has been issued, shall be authorized by the issuance of a change order by the University.
7. Payments shall be made in accordance with the Code of Virginia, §2.2-4347 through 2.2-4354, Prompt Payment.
8. Contractor shall donate \$1,000 to the JMU Duke Club annually. Payment shall be coordinated with the JMU Duke Club. Checks should be made payable to the JMU Foundation and mailed to the following address:

*JMU Duke Club
MSC 0402
380 University Blvd
Harrisonburg, VA 22807*