



CONTRACT RENEWAL LETTER

Date: January 12, 2024
Contract #: UCPJMU6264
Service: Door Hardware Products and Installation Services
Renewal Period: 3/24/2024 to 3/23/2025
Renewal #: 2 of 4 One-Yr
Issued By: James Madison University
Autumn Foster, Buyer Senior Ph: 540-568-4501
Fx: 540-568-7935

Contractor: Architectural Products of Virginia (APV)
Attn: Susan E. Cox
10223 Sycamore Drive
Ashland, VA 23005-8137 Ph: (804) 550-2822 ext 119

Contract Administrator: Brian Owens, 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.

Architectural Products of Virginia (APV)

By: Susan Cox
Susan E. Cox

Name (print)
President 1/16/2024

Title Date Signed

James Madison University

By: Autumn Foster
Autumn Foster,

Name (print)
Buyer Senior 01/12/2024

Title Date Signed

Contract #: UCPJMU6264

Contractor: Architectural Products of Virginia (APV)

Renewal Period: 3/24/2024 – 3/23/2025

Commodity: Door Hardware Products and Installation Services

Pricing Schedule

Labor Rates

PERSONNEL	<i>NORMAL WORKING HOURS</i>	<i>OVERTIME</i>	<i>HOLIDAY</i>	<i>SERVICE CALL SURCHARGE</i>
Certified Electronic Technician	\$96.69	\$145.03	\$193.38	\$80.57
Electronic Assistant Technician	\$85.95	\$128.92	\$204.12	\$80.57
Locksmith or Hardware Specialist	\$80.57	\$120.86	\$161.15	\$80.57
Automatic Door Technician	\$96.69	\$145.03	\$193.38	\$80.57
On-line Remote Technical Support	\$96.69	\$145.03	\$193.38	N/A

Parts & Supplies

Manufacturer	Product Lines	List Price	% Off List	University Price
ABH	Continuous Hinges	Current Published	40%	Based on Quoted Discount
Adams Rite	Locks & Exits	Current Published	56%	Based on Quoted Discount
Aiphone	Intercoms	Current Published	10%	Based on Quoted Discount
AMAG	Access Control Products	Current Published	5%	Based on Quoted Discount
Avigilon	Video Products	Current Published	20%	Based on Quoted Discount
Avigilon	Access Control Products	Current Published	20%	Based on Quoted Discount
BEST	Locks & Cylinders	Current Published	56%	Based on Quoted Discount
BEST	Repair Parts	Current Published	42%	Based on Quoted Discount
CBORD	Access Control Products	Current Published	5%	Based on Quoted Discount
Code Blue	Emergency Phones	Current Published	10%	Based on Quoted Discount

Corbin Russwin	Locks, Closers, Exits	Current Published	56%	Based on Quoted Discount
Curries	Hollow Metal Doors/Frames	Current Published	20%	Based on Quoted Discount
Dormakaba	Automatic Operators	Current Published	35%	Based on Quoted Discount
Dormakaba	Exit Devices 9000 Series	Current Published	40%	Based on Quoted Discount
Dormakaba	Mortise Locks M9000 Series	Current Published	40%	Based on Quoted Discount
Dormakaba	Life Safety Equip EMF EMR	Current Published	20%	Based on Quoted Discount
Dormakaba	Commercial Locks	Current Published	45%	Based on Quoted Discount
Dormakaba	Closers 8900 and 8600	Current Published	45%	Based on Quoted Discount
Dormakaba	Concealed and Floor Closers	Current Published	35%	Based on Quoted Discount
Falcon	Locks & Exits	Current Published	47%	Based on Quoted Discount
HES	Electric Strikes	Current Published	56%	Based on Quoted Discount
HID	Readers & Credentials	Current Published	20%	Based on Quoted Discount
Ives	Hinges	Current Published	40%	Based on Quoted Discount
Ives	Flat Goods	Current Published	40%	Based on Quoted Discount
Key Systems, Inc	Key/Asset Boxes	Current Published	30%	Based on Quoted Discount
LCN	Closers	Current Published	46%	Based on Quoted Discount
McKinney	Hinges	Current Published	40%	Based on Quoted Discount
Millennium	Access Control Products	Current Published	25%	Based on Quoted Discount
Norton / Rixon	Closers/Stops	Current Published	47%	Based on Quoted Discount
Norton Electronic	6000 Series Operators	Current Published	54%	
Omnilert	Gun Detect	Current Published	5%	Based on Quoted Discount
Pemko	Thresholds & Seals	Current Published	46%	Based on Quoted Discount
Persona	Locks	Current Published	35%	Based on Quoted Discount

Precision / BEST	Exit Devices	Current Published	56%	Based on Quoted Discount
Precision / BEST	Repair Parts	Current Published	42%	Based on Quoted Discount
Rockwood	Flat Goods	Current Published	30%	Based on Quoted Discount
RS2 (ACRE)	Software/Boards/Locks	Current Published	35%	Based on Quoted Discount
RS2 (ACRE)	Professional Services	Current Published	10%	Based on Quoted Discount
RS2 (ACRE)	3rd Party Products	Current Published	25%	Based on Quoted Discount
Sargent	Locks, Closers, Exits	Current Published	56%	Based on Quoted Discount
Sargent	Repair Parts	Current Published	42%	Based on Quoted Discount
Schlage	Locks & Cylinders(2)	Current Published	46%	Based on Quoted Discount
Schlage	Repair Parts	Current Published	40%	Based on Quoted Discount
Securitron	Electronic Products	Current Published	56%	Based on Quoted Discount
Special-lite	Special-lite	Current Published	30%	Based on Quoted Discount
Stanley BEST	Closers	Current Published	40%	Based on Quoted Discount
Traka	Key/Asset Boxes	Current Published	10%	Based on Quoted Discount
USA Doors	Wood Doors	Current Published	20%	Based on Quoted Discount
Vanderbilt (ACRE)	Access Control Products	Current Published	35%	Based on Quoted Discount
Von Duprin	Exit Devices	Current Published	46%	Based on Quoted Discount
Von Duprin	Repair Parts		40%	
Yale	Locks, Closers, Exits	Current Published	40%	Based on Quoted Discount

Other Pricing

Charge Card Processing Fees	3%
Standard Freight, Standard Shipping and eVA Fees:	Included
Field Surveys and Keying Meetings:	No Charge
Next Day Shipping will be added to invoice.	Actual Cost will be added

1. APV shall turn quotes over to JMU within the 48hr response time. Exceptions to 48 hour response time shall include specialty manufacturers and Custom framing. JMU shall be notified during the site visit if an approximate quote delivery date shall exceed 48hrs.
2. APV Primary Contact is Shane Amos (434) 941-5408 and Alternate Contact is Eddie Saunders (804) 241-0712.
3. APV will set aside one full business day/week for on campus visits as requested by JMU.
4. JMU requests that all replacement frames to be painted (to match existing building color) campus wide unless otherwise specified.