



CONTRACT RENEWAL LETTER

Date: February 12, 2024
Contract #: UCPJMU5741
Service: Audio System for Atlantic Union Bank Center
Renewal Period: 2/19/2024 to 2/18/2025
Renewal #: 3 of 8 One-Yr
Issued By: James Madison University
Adam Fleming, Buyer Senior
Ph: 540-568-4280
Fx: 540-568-7935

Contractor: Stage Sound, Inc.
2240 Shenandoah Ave
Roanoke, VA 24017

Contract Administrator: Ty Phillips, 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 for the "Additional labor pricing" shall increase by 3.9% in accordance with the "other services" category of the CPI-W and all other pricing shall remain the same. An updated pricing schedule 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.

Stage Sound, Inc.

By: Brian Taylor
Brian Taylor
Name (print)
VP Design + Installation 2/12/24
Title Date Signed

James Madison University

By: Adam Fleming
Adam Fleming,
Name (print)
Buyer Senior 02/12/2024
Title Date Signed

Contract #: UCPJMU5741

Contractor: Stage Sound, Inc.

Renewal Period: 2/19/2024 – 2/18/2025

Commodity: Audio System for Atlantic Union Bank Center

1. The Contractor shall provide audio visual, multi-media, and related products, services and associated maintenance. The Contractor should provide access to every audio visual, multi-media and all related products and services that the company sells through the contract. Audio visual products and services added to the Contractor product mix after the award of the contracts may be incorporated into the contract.
2. Pricing shall be in accordance with the final pricing list provided by Stage Sound Inc. (*See Arena Audio pricing Attached*)
3. Additional labor pricing (outside the scope of the contract) is as follows:
 - Comprehensive system analysis and design: \$93.51/hour
 - AutoCAD and other technical drawings: \$78.96/hour
 - Project management: \$78.96/hour
 - Installation: \$78.96/hour
 - Late-night or weekend service and installation: \$118.45/hour
 - Hardware programming: \$103.90/hour
 - System calibration: \$103.90/hour
 - Training: \$103.90/hour
4. Contractor has agreed to offer prices for equipment and services expressed as a percentage discount off the manufacturer's list price for equipment and the Contractor's list price for services. The discounted price shall include all associated costs for equipment and services including the freight terms F.O.B. Destination/Prepaid and any travel and living expenses for technician services. *See equipment/services pricing attached.*
5. The Contractor should contain provisions for a select group of products for rent on an "as needed" basis specifically related to audio system at the Atlantic Union Bank Center. The Contractor should provide the necessary combination of services to include, but not limited to, a rental technician to run the equipment, delivery, set-up, and pick-up. Rental equipment may be subject to availability. *See rental pricing attached.*
6. Stage Sound Inc. has confirmed that there shall be no additional miscellaneous or incidental fees that have not been identified in the contract. There are no hidden charges, normal contract exclusions apply.
7. Stage Sound Inc. has agreed to take no exceptions to the Scope of Work and Technical Specifications provided in the contract. Work shall be performed as specified in the original RFP.

8. Stage Sound Inc. has agreed to extend their Standard Warranty for a 2-year (24-month) term in accordance with Item 1.8 A of Attachment E.
9. Payments shall be made in accordance with the Code of Virginia, §2.2-4347 through 2.2-4354, Prompt Payment.
10. Contractor agrees that this Negotiation Summary modifies the Contractor's response to RFP# SCK-1065.

**JAMES MADISON UNIVERSITY, NEW CONVOCATION CENTER
ARENA AUDIO**



MANUFACTURER	MODEL	DESCRIPTION	QTY	UNIT	EXTENDED
FOH AUDIO/PROCESSING/MICS/etc.					
QSC	NS-1148P	48 Port Layer 2/3/4 Managed Switch	3	\$	3,173.00
LENOVO	PC	Rack Mounted PC with KVM Drawer	1	\$	2,340.00
QSC	CORE 510i Kit	DSP Processor	2	\$	5,384.60
QSC	CIML4	4 Line In	4	\$	266.00
QSC	COL4	4 Line Out	6	\$	243.20
QSC	CDN64	Dante Digital Network Card	2	\$	1,269.20
QSC	CODP	Data Port cards	17	\$	380.00
QSC	TSC-55W-G2	Networked Touchscreen Controller	8	\$	874.00
QSC	I/O FRAME	I/O Box	5	\$	1,808.80
QSC	SL-QSE-510-P	Scripting License	1	\$	571.14
QSC	SL-QUAD-510-P	UCI License	1	\$	317.30
DENON	DN-700C	Professional Network CD/Media Player	1	\$	429.14
DENON	DN-300DH	AM/FM Digital Tuner	1	\$	171.14
WINEGARD	HD-6010	FM Antenna with mount and cable	1	\$	109.77
CLICK EFFECTS	PRO AUDIO	Audio Clip Playback Laptop with USB Output	1	\$	5,877.00
YAMAHA	QL5	Digital Mixing Console	2	\$	12,974.25
YAMAHA	RIO3224-D2	32 Input 24 Output Rack Mounted DANTE Interface	1	\$	7,124.25
YAMAHA	RIO1608-D2	16 Input 8 Output Rack Mounted DANTE Interface	1	\$	3,936.75
YAMAHA	MSP3	Self Powered Studio Monitors	2	\$	149.25
LISTEN TECHNOLOGIES	LP-41-072	Receiver package	2	\$	2,972.80
LISTEN TECHNOLOGIES	LT-800-072	Transmitter Package with Antennas	2	\$	852.80
ORION	DC2000RTX1	Uninterruptable Power Supply	2	\$	1,340.63
SHURE	ULXD4D	Dual Channel Digital Wireless Receiver	2	\$	2,316.94
SHURE	ULXD1	Digital Wireless Bodypack Transmitter	2	\$	411.44
SHURE	MX185	Lavalier Microphone	2	\$	199.06
SHURE	WA661	In-Line Bodypack Mute Switch	2	\$	277.50
SHURE	ULXD2/SM58	Digital Wireless Handheld Microphone	2	\$	438.82
SHURE	SBC800-US	8 Bay Battery Charging Station	1	\$	405.52
SHURE	SB900A	Rechargeable Battery Pack	4	\$	87.32
SHURE	SM58-LC	Handheld Microphone	4	\$	91.76
EV	RE20	Announcer Mic with Desktop Stand	1	\$	517.65
WHIRLWIND	THS1T	Push To Talk	1	\$	366.89
BITTREE	B96DC-FNAIT/ID M2OU12B	2 x 48 Bantam QCP II 18" Chassis Audio Patchbay	2	\$	1,393.20
RANE	DA216S	Audio Distribution Amplifier	1	\$	339.15
BITTREE	BPC3600-110	3' Bantam Patch Cables	10	\$	17.85
BITTREE	BPC7200-110	6' Bantam Patch Cables	10	\$	21.25
WHIRLWIND	MK425	25' XLR Cables	4	\$	37.74
WHIRLWIND	MK450	50' XLR Cables	4	\$	55.10
ATLAS	AT100D	70 Volt Volume Control	8	\$	35.19
CAMPLEX	HF-TR04LC-0100	LC Single Mode Fiber Snake 100'	2	\$	389.66
Audio Processing Subtotal					\$ 119,544.39
LOUDSPEAKERS					
DANLEY SOUND LABS	SH96HOI-B	26.5" x 45" x 25" 220lbs.	17	\$	6,840.60
DANLEY SOUND LABS	TH118I-B	40" x 22.5" x 28.5" 160lbs.	6	\$	2,866.50
JBL	C67HC/T (S4)	Ceiling Pendant Speaker	37	\$	300.00
JBL	24CT (S1)	2-Way Ceiling Speaker	179	\$	109.46
JBL	67P/T (S2)	Ceiling Pendant Speaker	9	\$	255.00
JBL	60PS/T (S3)	Ceiling Pendant Subwoofer Speaker	5	\$	311.25
JBL	CRV (S5)	2-Way Ceiling Speaker	37	\$	196.09
JBL	25-1 (S6)	2-Way Ceiling Speaker	19	\$	146.25
JBL	64P/T (S7)	Ceiling Pendant Speaker	38	\$	135.00
Loudspeakers Subtotal					\$ 183,197.87
AMPLIFIERS					
DANLEY SOUND LABS	DNA-20K4 Pro Dante	20K 4CH Amplifier with Dante	10	\$	6,747.78
QSC	CX204V	70V Amplifier	9	\$	1,394.60
QSC	CX108V	70V 8CH Amplifier	4	\$	1,706.20
Amplifier Subtotal					\$ 86,854.00
RACKS AND UPS					
Lowell	LGR-4432-LRD	LGR Series Rack, 44RU, 32"D - Without Rear Door	3	\$	1,076.74
Lowell	LRD-44FV	Vented Rear Door	3	\$	300.08
Lowell	SDP-4432	Side Panels, 44RU, 31-32" D Racks	1	\$	631.05
Lowell	FW4-7T	Fan Top	3	\$	351.95
Lowell	ACS-2024	Power Strip, 12 Outlet, 20A	3	\$	166.47
Lowell	CMV2-44	Lace Strip, 44RU, w/ Round Holes, 6pc.	3	\$	139.79
ORION	DC3000RTX1	3000VA Uninterruptable Power Supply	3	\$	1,761.50
ORION	OPS-RAILKIT	Rack Rail Kit for UPS	3	\$	63.38
ORION	OPS-SNMP4-WEBCARD	Communications Card for UPS	3	\$	276.25
Racks and UPS Subtotal					\$ 13,039.52
INTEGRATION AND MATERIALS					
INTEGRATION	MATERIAL	Cables, Connectors, Lift Rental, Etc.	1	\$	81,427.89

INTEGRATION	LABOR	Design and Integration Labor	1	\$	175,705.00	\$	175,705.00
INTEGRATION	TRAVEL	Travel & Expenses	1	\$	19,056.05	\$	19,056.05
Integration and Material Subtotal						\$	276,188.94
ARENA AUDIO SUBTOTAL						\$	678,824.72

WARRANTY EXTENSION							
WARRANTY	YEAR 3	PARTS AND LABOR	1	\$	5,803.80	\$	5,803.80
WARRANTY	YEAR 4	PARTS AND LABOR	1	\$	7,593.80	\$	7,593.80
WARRANTY	YEAR 5	PARTS AND LABOR	1	\$	9,383.80	\$	9,383.80
WARRANTY	YEAR 6	PARTS AND LABOR	1	\$	11,173.80	\$	11,173.80
WARRANTY	YEAR 7	PARTS AND LABOR	1	\$	12,963.80	\$	12,963.80
WARRANTY	YEAR 8	PARTS AND LABOR	1	\$	14,753.80	\$	14,753.80
WARRANTY	YEAR 9	PARTS AND LABOR	1	\$	16,543.80	\$	16,543.80
WARRANTY	YEAR 10	PARTS AND LABOR	1	\$	18,333.80	\$	18,333.80
Warranty Extension Subtotal						\$	96,550.40

JMU Solicitation SCK-1065 Stage Sound Rental Rates

JMU Solicitation SCK-1065 Stage Sound Rental Rates

Stage Sound, Inc 2240 Shenandoah Ave. NW Roanoke, VA 24017 800-778-9839

www.stagesound.com

Brand	Product Category	Product Description	Unit	List Price	Contract Discount	VASCUPP Price
AEI	Rigging	Litron 16' Crank Lift	day	\$60.00	28.57%	\$42.86
AKG	Microphone	170	day	\$15.00	28.57%	\$10.71
AKG	Microphone	C414	day	\$65.00	28.57%	\$46.43
AKG	Microphone	C535EB	day	\$25.00	28.57%	\$17.86
AKG	Microphone	D112	day	\$20.00	28.57%	\$14.29
Allen & Heath	Mixing Console	GL2400, 32x4x2	day	\$100.00	28.57%	\$71.43
Allen & Heath	Mixing Console	Mix Wizard, 16x2x1	day	\$75.00	28.57%	\$53.57
Altman	Lighting	3 Cell CYC Light Lighting Fixture	day	\$25.00	28.57%	\$17.86
Altman	Lighting	6" Fresnel Lighting Fixture	day	\$20.00	28.57%	\$14.29
Altman	Lighting	MR-16 Zip Strip Lighting Fixture	day	\$25.00	28.57%	\$17.86
Altman	Lighting	Q-Lite Lighting Fixture	day	\$10.00	28.57%	\$7.14
Altman	Lighting	Single Cell CYC Light Lighting Fixture	day	\$15.00	28.57%	\$10.71
Altman	Lighting	Star Par Lighting Fixture	day	\$10.00	28.57%	\$7.14
Altman	Spotlight	Luminator Follow Spot	day	\$35.00	28.57%	\$25.00
American DJ	Lighting	DMX Strobe	day	\$25.00	28.57%	\$17.86
American DJ	Lighting	Encore Burst 200	day	\$50.00	28.57%	\$35.72
American DJ	Lighting	H20 DMX Pro, Chauvet Abyss 3.0	day	\$50.00	28.57%	\$35.72
Analog Way	Video Switcher	Pulse 300	day	\$150.00	28.57%	\$107.15
Analog Way	Video Switcher	Smart Matrix	day	\$100.00	28.57%	\$71.43
Antari	Atmospheric	Antari Hazer Fog Machine	day	\$75.00	28.57%	\$53.57
Antari	Atmospheric	Cold Flow Attachment for Fog Machine	day	\$150.00	28.57%	\$107.15
Applied	Rigging	12-Way Motor Controller/Power	day	\$125.00	28.57%	\$89.29
Applied	Rigging	8-Way Motor Controller/Power	day	\$125.00	28.57%	\$89.29
Applied	Truss	12" Box (90 Degree Arc.) Truss Section	day	\$25.00	28.57%	\$17.86
Applied	Truss	12" Triangle (10 ft.) Truss Section	day	\$30.00	28.57%	\$21.43
Applied	Truss	12" 3 or 6-Way Corner Truss Section	day	\$10.00	28.57%	\$7.14
Applied	Truss	12" Box (10 ft.) Truss Section	day	\$30.00	28.57%	\$21.43
Applied	Truss	12" Box (5 ft.) Truss Section	day	\$15.00	28.57%	\$10.71
Applied	Truss	12" Box (8 ft.) Truss Section	day	\$30.00	28.57%	\$21.43
Applied	Truss	30" 4 Way Corner Truss Section	day	\$50.00	28.57%	\$35.72
Ashly	Processing	1502, Dual 15-Band EQ	day	\$25.00	28.57%	\$17.86
Ashly	Processing	3101, Single 31-Band EQ	day	\$25.00	28.57%	\$17.86
Ashly	Processing	3102, Dual 31-Band EQ	day	\$30.00	28.57%	\$21.43
Audio Technica	Microphone	ES991 Redundant Podium	day	\$40.00	28.57%	\$28.57
Audio Technica	Microphone	Microphone AT 4031	day	\$15.00	28.57%	\$10.71
Audix	Microphone	ADX-51	day	\$15.00	28.57%	\$10.71

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Aurora	Distribution Amplifier	1:4 HDMI Splitter	day	\$20.00	28.57%	\$14.29
Aurora	Video	HDBaseT Receiver/Transmitter	day	\$15.00	28.57%	\$10.71
AVO	Lighting Controller	Pearl Expert Pro Lighting Console	day	\$750.00	28.57%	\$535.73
AVO	Lighting Controller	Sapphire 2000 Lighting Console	day	\$300.00	28.57%	\$214.29
AVO	Lighting Controller	Titan Touch Lighting Console	day	\$200.00	28.57%	\$142.86
Barco	Scan Converter	9700XL	day	\$125.00	28.57%	\$89.29
Barco	Scan Converter	ImagePRO	day	\$300.00	28.57%	\$214.29
Behringer	Digital Snake	Behringer S16 Digital Snake 16x8	day	\$50.00	28.57%	\$35.72
Behringer	Mixing Console	X32 Producer	day	\$100.00	28.57%	\$71.43
Beyer	Microphone	M88	day	\$25.00	28.57%	\$17.86
Black Magic Design	Distribution Amplifier	UpDownCross SDI Hub	day	\$20.00	28.57%	\$14.29
Black Magic Design	Format Converter	Analog-SDI	day	\$15.00	28.57%	\$10.71
Black Magic Design	Format Converter	HDMI-SDI	day	\$15.00	28.57%	\$10.71
Black Magic Design	Format Converter	SDI-Analog	day	\$15.00	28.57%	\$10.71
Black Magic Design	Format Converter	SDI-HDMI	day	\$15.00	28.57%	\$10.71
Black Magic Design	Video	Micro Studio Camera	day	\$50.00	28.57%	\$35.72
Black Magic Design	Video Recorder	Hyperdeck SSD Recorder	day	\$50.00	28.57%	\$35.72
Black Magic Design	Video Switcher	Atem 1 M/E Switcher	day	\$250.00	28.57%	\$178.58
Brite-Lite	Slide Projector	Brite-lite Module	day	\$20.00	28.57%	\$14.29
BSS	Processing	960, Dual 31-Band EQ	day	\$35.00	28.57%	\$25.00
Chauvet	Lighting	Colorband Pix LED Strip Fixture	day	\$25.00	28.57%	\$17.86
Chauvet	Lighting	Colordash LED Intelligent Lighting Wash Fixture	day	\$35.00	28.57%	\$25.00
Chauvet	Lighting	Freedom Par RGBA	day	\$20.00	28.57%	\$14.29
Chauvet	Lighting	Mega Moon, DMF-10, Circus	day	\$25.00	28.57%	\$17.86
Chauvet	Lighting	Q-Wash 260 Moving Head LED Fixture	day	\$50.00	28.57%	\$35.72
Chauvet	Lighting	Rouge R3 Wash Fixture	day	\$100.00	28.57%	\$71.43
Chauvet	Lighting	Scorpion Storm FX Laser	day	\$25.00	28.57%	\$17.86
CM Lodestar	Rigging	CM 1/2-Ton Motor (60' Lift)	day	\$75.00	28.57%	\$53.57
CM Lodestar	Rigging	CM 1/4-Ton Motor (60' Lift)	day	\$50.00	28.57%	\$35.72
CM Lodestar	Rigging	CM 1-Ton Motor (60' Lift)	day	\$100.00	28.57%	\$71.43
Coffing	Rigging	Beam Clamp	day	\$10.00	28.57%	\$7.14
Cosmic Truss	Truss	U-Torm Ladder Truss	day	\$20.00	28.57%	\$14.29
Crest	Power Amplifier	VS1500	day	\$30.00	28.57%	\$21.43
Crown	Microphone	PCC160	day	\$25.00	28.57%	\$17.86
Custom	Power Distribution	Exhibition/Booth/Press, Per Drop Power Distribution System	day	\$35.00	28.57%	\$25.00
Custom	Power Distribution	Feeder, #2x5-Wire, Camlock Power Distribution System	day/FT	\$1.00	28.57%	\$0.71
Custom	Power Distribution	Feeder, 2/0x5-Wire, Camlock Power Distribution System	day/FT	\$1.50	28.57%	\$1.07
Custom	Power Distribution	Feeder, 4/0x5-Wire, Camlock Power Distribution System	day/FT	\$2.00	28.57%	\$1.43
Custom	Power Distribution	Single Phase, 4-Pin/3-Pin/Edison Power Distribution System	day	\$100.00	28.57%	\$71.43
Custom	Power Distribution	Three Phase, 4-Pin/3-Pin/Edison Power Distribution System	day	\$150.00	28.57%	\$107.15
DaLite	Screen	Tripod Screens 70" X 70"	day	\$25.00	28.57%	\$17.86

JMU Solicitation SCK-1065 Stage Sound Rental Rates

DaLite	Screen	Tripod Screens 96" X 72"	day	\$40.00	28.57%	\$28.57
Data Video	Video Recorder	MP6000 DVD-R	day	\$45.00	28.57%	\$32.14
DBX	Processing	160 Compressor	day	\$25.00	28.57%	\$17.86
DBX	Processing	166/266 Compressor	day	\$20.00	28.57%	\$14.29
Draper	Easel	Easel with pad	day	\$25.00	28.57%	\$17.86
Draper	Easel	Easel without pad	day	\$15.00	28.57%	\$10.71
Draper	Screen	Stage Screen 9' x 16' Viewable Truss Style(16:9 Format)	day	\$500.00	28.57%	\$357.15
Draper	Screen	Standard Fast Fold Screen 10.5' X 14' Fast Fold	day	\$125.00	28.57%	\$89.29
Draper	Screen	Standard Fast Fold Screen 6' x 8' Fast Fold	day	\$75.00	28.57%	\$53.57
Draper	Screen	Standard Fast Fold Screen 9' X 12' Fast Fold	day	\$100.00	28.57%	\$71.43
Draper	Screen	Truss Style Screen 10.5' x 14' Viewable Truss Style	day	\$350.00	28.57%	\$250.01
Draper	Screen	Truss Style Screen 15' x 20' Viewable Truss Style	day	\$400.00	28.57%	\$285.72
Draper	Screen	Truss Style Screen 9' x 12' Viewable Truss Style	day	\$300.00	28.57%	\$214.29
Draper	Screen	Ultimate Fast Fold Screen 7' X 12' Fast Fold(16:9 Format)	day	\$250.00	28.57%	\$178.58
Drawmer	Processing	DL201 Gate	day	\$25.00	28.57%	\$17.86
Drawmer	Processing	DL241 Compressor	day	\$25.00	28.57%	\$17.86
EAW	Monitors	500i	day	\$50.00	28.57%	\$35.72
EAW	Speaker	EAW KF760	day	\$200.00	28.57%	\$142.86
EAW	Speaker	EAW KF760/761 Flybar Module	day	\$200.00	28.57%	\$142.86
EAW	Speaker	EAW KF761	day	\$200.00	28.57%	\$142.86
EAW	Speaker	EAW KF850 Flybar Module	day	\$35.00	28.57%	\$25.00
EAW	Speaker	EAW KF850e	day	\$100.00	28.57%	\$71.43
EAW	Speaker	EAW SB1002 Sub	day	\$125.00	28.57%	\$89.29
Elation	Lighting	Protron Eclipse	day	\$150.00	28.57%	\$107.15
Electro Voice	Microphone	ND408	day	\$10.00	28.57%	\$7.14
Electro Voice	Microphone	ND468	day	\$16.00	28.57%	\$11.43
Electro Voice	Microphone	PL10	day	\$15.00	28.57%	\$10.71
Electro Voice	Microphone	PL20/RE20	day	\$40.00	28.57%	\$28.57
Electro Voice	Speaker	MTL4 (4x18") Sub	day	\$100.00	28.57%	\$71.43
ETC	Dimming	Sensor Rack (48x2.4kW)	day	\$250.00	28.57%	\$178.58
ETC	Dimming	SmartPack Rack (48x1.2kW)	day	\$175.00	28.57%	\$125.00
ETC	Lighting	Source Four (19,26,36,50 Degree) Lighting Fixture	day	\$22.00	28.57%	\$15.71
ETC	Lighting	Source Four Barrel (5, 10, 90 Degree) Lighting Fixture	day	\$11.00	28.57%	\$7.86
ETC	Lighting	Source Four Jr. (26 Degree) Lighting Fixture	day	\$15.00	28.57%	\$10.71
ETC	Lighting Controller	Express 48/96 DMX Lighting Console	day	\$155.00	28.57%	\$110.72
ETC	Lighting Controller	SmartFade 12/48 DMX Lighting Console	day	\$75.00	28.57%	\$53.57
ETC	Lighting Controller	SmartFade 24/96 DMX Lighting Console	day	\$90.00	28.57%	\$64.29
ETC	Rigging	Single or Double Cheeseborough	day	\$5.00	28.57%	\$3.57
Eventide	Processing	H3000D/SE	day	\$75.00	28.57%	\$53.57
Extron Electronics	Video Switcher	MVX84 VGA Matrix Switcher	day	\$100.00	28.57%	\$71.43
Flying Pig Systems	Lighting Controller	Whole Hog II Lighting Console	day	\$300.00	28.57%	\$214.29

JMU Solicitation SCK-1065 Stage Sound Rental Rates

Generic	Audio Snake	16x4, 100'	day	\$20.00	28.57%	\$14.29
Generic	Audio Snake	24x8, 100'	day	\$30.00	28.57%	\$21.43
Generic	Audio Snake	6, 9, 12-Channel, 50'	day	\$15.00	28.57%	\$10.71
Generic	Audio Snake	6, 9, 12-Channel, 75'	day	\$20.00	28.57%	\$14.29
Generic	AV Cart	AV Cart 30" w/ drape	day	\$10.00	28.57%	\$7.14
Generic	AV Cart	AV Cart 42" w/ drape	day	\$10.00	28.57%	\$7.14
Generic	AV Cart	AV Cart 54" w/ drape	day	\$10.00	28.57%	\$7.14
Generic	Cabling	100' Microphone Cable	day	\$3.00	28.57%	\$2.14
Generic	Cabling	25' Microphone Cable	day	\$2.00	28.57%	\$1.43
Generic	Cabling	50' Microphone Cable	day	\$2.50	28.57%	\$1.79
Generic	Décor	Carpet (Red, Black, Grey)	Priced Per Event		28.57%	\$0.00
Generic	Décor	Plastic Rope and Stanchion per linear foot	day	\$1.00	28.57%	\$0.71
Generic	Décor	Red Velvet Rope and Stanchion per linear foot	day	\$5.00	28.57%	\$3.57
Generic	Easel	Easel White Marker Board 4' X 5'	day	\$40.00	28.57%	\$28.57
Generic	Intercomm	Intercom Beltpack Station	day	\$7.50	28.57%	\$5.36
Generic	Intercomm	Intercom Blazon Call Beacons	day	\$10.00	28.57%	\$7.14
Generic	Intercomm	Intercom Dual Channel Beltpack Station	day	\$15.00	28.57%	\$10.71
Generic	Intercomm	Intercom Headset (Single or Dual Muff)	day	\$7.50	28.57%	\$5.36
Generic	Intercomm	Intercom One Channel Power Supply	day	\$10.00	28.57%	\$7.14
Generic	Intercomm	Intercom Telephone Handset	day	\$7.50	28.57%	\$5.36
Generic	Intercomm	Intercom Three Channel Power Supply	day	\$25.00	28.57%	\$17.86
Generic	Intercomm	Walkie Talkie 2 Channel UHF	day	\$15.00	28.57%	\$10.71
Generic	Lectern	Lectern in Plexi-glass	day	\$95.00	28.57%	\$67.86
Generic	Lectern	Lectern in Wood	day	\$75.00	28.57%	\$53.57
Generic	Lighting	16" Mirror Ball	day	\$15.00	28.57%	\$10.71
Generic	Lighting	24" Mirror Ball	day	\$30.00	28.57%	\$21.43
Generic	Lighting	Japanese Lantern, 12"-24"	day	\$10.00	28.57%	\$7.14
Generic	Lighting	Japanese Lantern, 30-36"	day	\$15.00	28.57%	\$10.71
Generic	Lighting	Octal Pin Spot Bank Lighting Fixture	day	\$15.00	28.57%	\$10.71
Generic	Lighting	Oscillating Pin Spot	day	\$15.00	28.57%	\$10.71
Generic	Lighting	Par 38 Lighting Fixture	day	\$10.00	28.57%	\$7.14
Generic	Lighting	Pin Spot Lighting Fixture	day	\$2.50	28.57%	\$1.79
Generic	Lighting	Quad Pin Spot Bank Lighting Fixture	day	\$10.00	28.57%	\$7.14
Generic	Lighting	Single 48" Blacklight	day	\$15.00	28.57%	\$10.71
Generic	Lighting	Street Light	day	\$25.00	28.57%	\$17.86
Generic	Lighting	Swivelier Gooseneck	day	\$5.00	28.57%	\$3.57
Generic	Overhead Projector	HI Intensity Overhead	day	\$45.00	28.57%	\$32.14
Generic	Overhead Projector	Standard Overhead	day	\$30.00	28.57%	\$21.43
Generic	Presentation	Laser Pointer	day	\$10.00	28.57%	\$7.14
Generic	Presentation	Power Point Extra Remote	day	\$5.00	28.57%	\$3.57
Generic	Presentation	Power Point Power Presenter RF (100' range)	day	\$25.00	28.57%	\$17.86

JMU Solicitation SCK-1065 Stage Sound Rental Rates

Generic	Processing	Stereo 2or 3-Way Crossover	day	\$20.00	28.57%	\$14.29
Generic	Rigging	10' Pipe & Base	day	\$15.00	28.57%	\$10.71
Generic	Rigging	Saddle Sandbag (25lbs)	day	\$5.00	28.57%	\$3.57
Generic	Slide Projector	Extra Tray	day	\$5.00	28.57%	\$3.57
Generic	Slide Projector	Wireless Remote	day	\$15.00	28.57%	\$10.71
Genie	Rigging	Super Tower	day	\$100.00	28.57%	\$71.43
Global	Truss	16" Box (90 Degree Arc.) Truss Section	day	\$25.00	28.57%	\$17.86
Global	Truss	16" Box (8 ft.) Truss Section	day	\$30.00	28.57%	\$21.43
GLP	Lighting	Impression X4 Bar 20	day	\$225.00	28.57%	\$160.72
GLP	Lighting	X4 Bar 20 Moving LED Strip Fixture	day	\$150.00	28.57%	\$107.15
Guardian	Rigging	Horizontal Fall Arrest	day	\$50.00	28.57%	\$35.72
Guardian	Rigging	Vertical Fall Arrest	day	\$50.00	28.57%	\$35.72
HazeBase	Atmospheric	Hazer Pro Fog Machine	day	\$125.00	28.57%	\$89.29
High End	Atmospheric	F-100 Fog Machine	day	\$50.00	28.57%	\$35.72
High End	Lighting	Studio Color 575 Intelligent Lighting Fixture	day	\$150.00	28.57%	\$107.15
High End	Lighting	Studio Spot 575 CMY Intelligent Lighting Fixture	day	\$200.00	28.57%	\$142.86
Hitachi	Projector	HDMI/XGA Video/Data Projector 6500 ANSI Lumens	day	\$350.00	28.57%	\$250.01
IDX Systems	Accessory	Studio Camera Accessory ID-200a Dual Channel Camera Power Supply	day	\$50.00	28.57%	\$35.72
Inline	Distribution Amplifier	Inline 3214 1x4 Composite	day	\$15.00	28.57%	\$10.71
JBL	Monitors	SRX 712M	day	\$40.00	28.57%	\$28.57
JBL	Processing	644 Quad Gate	day	\$20.00	28.57%	\$14.29
Jensen	Video	Ground Loop Isolator VBH-1BB	day	\$25.00	28.57%	\$17.86
Jensen	Video	Ground Loop Isolator VBH-5BB	day	\$35.00	28.57%	\$25.00
JVC	Camcorder	VHS Camcorder	day	\$45.00	28.57%	\$32.14
JVC	Tripod	Camcorder Tripod	day	\$20.00	28.57%	\$14.29
JVC	Video Recorder	DVD Player	day	\$20.00	28.57%	\$14.29
Kodak	Slide Projector	Kodak Carousel	day	\$30.00	28.57%	\$21.43
Kramer Electronics	Distribution Amplifier	104LN 1x4 Composite	day	\$15.00	28.57%	\$10.71
Kramer Electronics	Distribution Amplifier	VM-1055 1x5 RGBHV	day	\$35.00	28.57%	\$25.00
Kramer Electronics	Distribution Amplifier	VP-10 1x10 RGBHV	day	\$50.00	28.57%	\$35.72
Kramer Electronics	Distribution Amplifier	VP-123 1x3 RGBHV	day	\$30.00	28.57%	\$21.43
Kramer Electronics	Distribution Amplifier	VP-400 1x4 VGA	day	\$20.00	28.57%	\$14.29
Kramer Electronics	Scan Converter	VP-703-SC Scan Converter	day	\$65.00	28.57%	\$46.43
Kramer Electronics	Video Switcher	VP-720DS Switcher/Scaler	day	\$80.00	28.57%	\$57.14
Lab Gruppen	Power Amplifier	10000-Q	day	\$125.00	28.57%	\$89.29
Lab Gruppen	Power Amplifier	fp6400	day	\$100.00	28.57%	\$71.43
Leviton	Dimming	D4DMX (4x600W)	day	\$25.00	28.57%	\$17.86
Lexicon	Processing	LXP-15	day	\$35.00	28.57%	\$25.00
Lycian	Spotlight	1275 Follow Spot	day	\$175.00	28.57%	\$125.00
Lycian	Spotlight	Midget Follow Spot	day	\$35.00	28.57%	\$25.00

JMU Solicitation SCK-1065 Stage Sound Rental Rates

MA Lighting	Lighting	GrandMA Compact XT	day	\$1,000.00	28.57%	\$714.30
Mackie	Mixing Console	LZ1604,16x4x2	day	\$45.00	28.57%	\$32.14
Mackie	Mixing Console	ProFX 12	day	\$25.00	28.57%	\$17.86
Mackie	Mixing Console	ProFx 16	day	\$30.00	28.57%	\$21.43
Magenta Research	Video	Receiver/Transmitter	day	\$15.00	28.57%	\$10.71
Manfrotto	Tripod	Camera Tripod	day	\$50.00	28.57%	\$35.72
Marshall	Accessory	Studio Camera Accessory Marshall V-LCD70XP-3GSDI Monitor w/ Noga CineArm	day	\$100.00	28.57%	\$71.43
Martin	Atmospheric	Magnum 2000 Fog Machine	day	\$40.00	28.57%	\$28.57
Martin	Atmospheric	Magnum 650 Fog Machine	day	\$20.00	28.57%	\$14.29
Martin	Atmospheric	Magnum 850 Fog Machine	day	\$35.00	28.57%	\$25.00
Martin	Lighting	2510 Controller for SCX 500	day	\$25.00	28.57%	\$17.86
Martin	Lighting	Mac 700 Profile Intelligent Lighting Fixture	day	\$250.00	28.57%	\$178.58
Martin	Lighting	Raptor	day	\$25.00	28.57%	\$17.86
Martin	Lighting	SCX 500/Mania	day	\$35.00	28.57%	\$25.00
Martin	Lighting Controller	Light Jockey ISA Computer Intelligent Lighting Controller Interface	day	\$150.00	28.57%	\$107.15
Martin	Lighting Controller	Light Jockey USB Dongle Intelligent Lighting Controller Interface	day	\$100.00	28.57%	\$71.43
Martin Audio	Audio	Martin LE200	day	\$75.00	28.57%	\$53.57
MDG	Atmospheric	Hazer Fog Machine	day	\$75.00	28.57%	\$53.57
Merlyn	Speaker	S1/t (1x10", 1x1")	day	\$30.00	28.57%	\$21.43
Merlyn	Speaker	S2/t (2x10", 1x1")	day	\$45.00	28.57%	\$32.14
Merlyn	Speaker	S3 (2x15", 1x10", 1x1")	day	\$60.00	28.57%	\$42.86
Merlyn	Speaker	T3B (3x18") Sub	day	\$50.00	28.57%	\$35.72
Midas	Audio	DL 251 Head Amp	day	\$200.00	28.57%	\$142.86
Midas	Audio	Midas M32	day	\$200.00	28.57%	\$142.86
Midas	Audio	Midas Pro2	day	\$300.00	28.57%	\$214.29
NEXO	Speaker	GEO S1210	day	\$150.00	28.57%	\$107.15
NEXO	Speaker	GEO S1210/S1230 Flybar Module	day	\$125.00	28.57%	\$89.29
NEXO	Speaker	GEO S1230	day	\$150.00	28.57%	\$107.15
NEXO	Speaker	RS18 Sub	day	\$150.00	28.57%	\$107.15
NSI	Dimming	(16x2.4kW)	day	\$80.00	28.57%	\$57.14
NSI	Dimming	(32x2.4kW)	day	\$150.00	28.57%	\$107.15
NSI	Dimming	(48x2.4kW)	day	\$250.00	28.57%	\$178.58
NSI	Dimming	(96x2.4kW)	day	\$325.00	28.57%	\$232.15
NSI	Dimming	6000 (4x1.2kW)	day	\$20.00	28.57%	\$14.29
NSI	Lighting Controller	1616 16-Channel MPX/DMX Lighting Console	day	\$15.00	28.57%	\$10.71
NSI	Lighting Controller	508 8-Channel MPX Lighting Console	day	\$15.00	28.57%	\$10.71
NSI	Lighting Controller	7008 8/16-Channel MPX Lighting Console	day	\$15.00	28.57%	\$10.71
NSI	Lighting Controller	7024 24/48-Channel MPX/DMX Lighting Console	day	\$25.00	28.57%	\$17.86
Numark	Mixing Console	1200 DJ Mixer	day	\$20.00	28.57%	\$14.29
Panasonic	Accessory	Studio Camera Accessory 10 Pin, 10 Meter Cable	day	\$50.00	28.57%	\$35.72

JMU Solicitation SCK-1065 Stage Sound Rental Rates

Panasonic	Accessory	Studio Camera Accessory 10 Pin, 90 Meter Cable	day	\$100.00	28.57%	\$71.43
Panasonic	Accessory	Studio Camera Accessory Panasonic AG-EC4 CCU	day	\$200.00	28.57%	\$142.86
Panasonic	Studio Camera	AG-HMX370	day	\$400.00	28.57%	\$285.72
Panasonic	Studio Camera	HMC-150(16:9 HD) Camera (SD Card)	day	\$175.00	28.57%	\$125.00
Panasonic	Studio Camera	Studio Camera Panasonic AG-HMX370 Package Includes: Panasonic AG-HMX370 w/17x Lens Marshall V-LCD70XP-3GSDI Monitor w/ Noga CineArm Panasonic AG-EC4 CCU 10 Pin, 10 Meter Control Cable Varizoom VZ-PG-F Zoom Control Varizoom VZ-FC-F Focus Control IDX Systems IA-200a Dual Channel Power Supply Camera Tripod Plate	day	\$600.00	28.57%	\$428.58
Panasonic	Video	PTZ Camera	day	\$500.00	28.57%	\$357.15
Panasonic	Video	PTZ Controller	day	\$200.00	28.57%	\$142.86
Panasonic	Video Display	42" Plasma 16:9	day	\$250.00	28.57%	\$178.58
Panasonic	Video Display	58" Plasma 16:9	day	\$350.00	28.57%	\$250.01
Panasonic	Video Display	BS-901Y 8" CRT	day	\$20.00	28.57%	\$14.29
Panasonic	Video Switcher	AG-HMX-100	day	\$250.00	28.57%	\$178.58
Panasonic	Video Switcher	AG-MX70p	day	\$350.00	28.57%	\$250.01
Panasonic	Video Switcher	WJ-MX50	day	\$200.00	28.57%	\$142.86
Peavey	Power Amplifier	2600	day	\$25.00	28.57%	\$17.86
Peavey	Speaker	SP2	day	\$25.00	28.57%	\$17.86
Petes	Pre Rig Truss	8-Light Bar Lighting Fixture	day	\$10.00	28.57%	\$7.14
Phillips	Video Recorder	3475 DVD-R	day	\$35.00	28.57%	\$25.00
Pioneer	Audio Deck	DJ Coffin w/2-Turntable & Mixer	day	\$75.00	28.57%	\$53.57
Pioneer	Video Recorder	DVD-V7400	day	\$50.00	28.57%	\$35.72
Pioneer	Video Recorder	DVD-V8000	day	\$100.00	28.57%	\$71.43
QSC	Power Amplifier	PL 2.4MB	day	\$30.00	28.57%	\$21.43
QSC	Power Amplifier	PL224	day	\$30.00	28.57%	\$21.43
QSC	Power Amplifier	PL236	day	\$40.00	28.57%	\$28.57
QSC	Power Amplifier	PL380	day	\$100.00	28.57%	\$71.43
QSC	Speaker	I282-H	day	\$35.00	28.57%	\$25.00
QSC	Speaker	K12 Powered 2-Way	day	\$50.00	28.57%	\$35.72
QSC	Speaker	KW153 Powered 3 -Way	day	\$75.00	28.57%	\$53.57
QSC	Speaker	KW181 Powered Sub	day	\$60.00	28.57%	\$42.86
QSC	Speaker	QSC Wideline Large Flybar Module	day	\$125.00	28.57%	\$89.29
QSC	Speaker	Wideline ISIS WL2102	day	\$150.00	28.57%	\$107.15
QSC	Speaker	Wideline Small Flybar Module	day	\$100.00	28.57%	\$71.43
Ramlatch	Audio Snake	30-Channel 2-Way Split, 150'	day	\$60.00	28.57%	\$42.86

JMU Solicitation SCK-1065 Stage Sound Rental Rates

Ramlatch	Audio Snake	32-Channel 3-Way Split, 250'	day	\$70.00	28.57%	\$60.00
Renkus Heinz	Speaker	TRX-82	day	\$35.00	28.57%	\$25.00
Robe	Lighting	Robin Pointe Moving Head LED Beam Fixture	day	\$225.00	28.57%	\$160.72
Roland	Processing	SDE 1000/SDE3000	day	\$30.00	28.57%	\$21.43
Roland	Scan Converter	VC-1 Up, Down, Cross Scan Converter	day	\$20.00	28.57%	\$14.29
Roland	Video	HDMI Video Switcher	day	\$75.00	28.57%	\$53.57
Roland	Video	SDI Video Switcher	day	\$75.00	28.57%	\$53.57
RoseBrand	Décor	10' Spandex Truss Sock	day	\$25.00	28.57%	\$17.86
RoseBrand	Décor	12'x20' Backdrop	day	\$50.00	28.57%	\$35.72
RoseBrand	Décor	13' to 16' Tall Pipe and Drape per linear foot	day	\$9.00	28.57%	\$6.43
RoseBrand	Décor	17' Spandex Sail	day	\$125.00	28.57%	\$89.29
RoseBrand	Décor	28'x35' Backdrop	day	\$75.00	28.57%	\$53.57
RoseBrand	Décor	28'x41' Backdrop	day	\$90.00	28.57%	\$64.29
RoseBrand	Décor	3' to 4' Tall Pipe and Drape per linear foot	day	\$3.00	28.57%	\$2.14
RoseBrand	Décor	40'x16' Cyclorama Backdrop	day	\$75.00	28.57%	\$53.57
RoseBrand	Décor	40'x24' Cyclorama Backdrop	day	\$125.00	28.57%	\$89.29
RoseBrand	Décor	5' to 8' Tall Pipe and Drape per linear foot	day	\$5.00	28.57%	\$3.57
RoseBrand	Décor	8' Spandex Circle	day	\$125.00	28.57%	\$89.29
RoseBrand	Décor	8' Spandex Sock	day	\$80.00	28.57%	\$57.14
RoseBrand	Décor	9' to 12' Tall Pipe and Drape per linear foot	day	\$7.00	28.57%	\$5.00
RoseBrand	Décor	Small Spandex Sail	day	\$50.00	28.57%	\$35.72
RoseBrand	Rigging	16" x 21' Truss Teaser	day	\$25.00	28.57%	\$17.86
RoseBrand	Rigging	30" x 21' Truss Teaser	day	\$25.00	28.57%	\$17.86
Sachtler	Tripod	Camera Tripod	day	\$125.00	28.57%	\$89.29
Sanyo	Projector	WXGA 720P HD Video/Data Projector 5000 ANSI Lumens	day	\$300.00	28.57%	\$214.29
Sanyo	Projector	XGA Video/Data Projector 10000 ANSI Lumens	day	\$600.00	28.57%	\$428.58
Sanyo	Projector	XGA Video/Data Projector 2000 ANSI Lumens	day	\$100.00	28.57%	\$71.43
Sanyo	Projector	XGA Video/Data Projector 3000 ANSI Lumens	day	\$150.00	28.57%	\$107.15
Sanyo	Projector	XGA Video/Data Projector 5000 ANSI Lumens	day	\$250.00	28.57%	\$178.58
Sennheiser	Microphone	MD421	day	\$30.00	28.57%	\$21.43
Sennheiser	Monitors	IEM 300-G2	day	\$75.00	28.57%	\$53.57
Sharp	Video Display	32" CRT	day	\$75.00	28.57%	\$53.57
Shure	Microphone	Beta 52	day	\$17.00	28.57%	\$12.14
Shure	Microphone	Beta 56A / 57A / 58A / BG4.1	day	\$15.00	28.57%	\$10.71
Shure	Microphone	Beta 91	day	\$22.00	28.57%	\$15.71
Shure	Microphone	Beta 98	day	\$20.00	28.57%	\$14.29
Shure	Microphone	KSM32	day	\$50.00	28.57%	\$35.72
Shure	Microphone	SM57/58	day	\$10.00	28.57%	\$7.14
Shure	Microphone	SM81, AKG C3000	day	\$30.00	28.57%	\$21.43
Shure	Microphone	WL 183/184/185	day	\$8.00	28.57%	\$5.71

JMU Solicitation SCK-1065 Stage Sound Rental Rates

Shure	RF Microphones	Wireless Microphone System Shure UC / ULXP (UHF) Handheld or Lavalier Systems with Mic	day	\$50.00	28.57%	\$35.72
SLS	Speaker	LS8695	day	\$200.00	28.57%	\$142.86
Sony	AC/Battery	PVM-13L2 13" CRT (AC/Battery)	day	\$75.00	28.57%	\$53.57
Sony	AC/Battery	PVM-9L2 8" CRT (AC/Battery)	day	\$35.00	28.57%	\$25.00
Sony	Accessory	Studio Camera Accessory 26 Pin, 100 Meter Cable	day	\$80.00	28.57%	\$57.14
Sony	Accessory	Studio Camera Accessory 26 Pin, 50 Meter Cable	day	\$40.00	28.57%	\$28.57
Sony	Accessory	Studio Camera Accessory Sony CA-537	day	\$40.00	28.57%	\$28.57
Sony	Accessory	Studio Camera Accessory Sony CCU-M5	day	\$175.00	28.57%	\$125.00
Sony	Accessory	Studio Camera Accessory Sony DXF-50	day	\$25.00	28.57%	\$17.86
Sony	Audio Deck	CD-R	day	\$75.00	28.57%	\$53.57
Sony	Audio Deck	DAT Player/Recorder	day	\$50.00	28.57%	\$35.72
Sony	Audio Deck	Dual CD Player with Pitch Control	day	\$45.00	28.57%	\$32.14
Sony	Audio Deck	Single CD Player with Pitch Control	day	\$25.00	28.57%	\$17.86
Sony	Audio Deck	Tape Deck Dual	day	\$20.00	28.57%	\$14.29
Sony	Audio Deck	Tape Deck Standard	day	\$15.00	28.57%	\$10.71
Sony	Scan Converter	1024HD	day	\$150.00	28.57%	\$107.15
Sony	Studio Camera	DXC-D30	day	\$350.00	28.57%	\$250.01
Sony	Video Recorder	DSR-1500A DVCAM	day	\$350.00	28.57%	\$250.01
Sony	Video Recorder	VHS VCR	day	\$20.00	28.57%	\$14.29
Sony, Canon	Studio Camera	Studio Camera Sony DXC-D30 ENG Package Includes: Sony DXC-D30 w/18x Lens Sony DXF-50 Sony CA-537 Sony CCU-M5 26 Pin, 50 Meter Cable Canon Remote Zoom Control Canon Remote Focus Control Camera Tripod Plate	day	\$525.00	28.57%	\$375.01
StageSound	Monitors	RAW215	day	\$40.00	28.57%	\$28.57
TC Electronics	Processing	M5000/2290	day	\$50.00	28.57%	\$35.72
Technics	Audio Deck	SL-1200 Turntable	day	\$25.00	28.57%	\$17.86
Thomas	Lighting	Eight Light Crowd Blinder Lighting Fixture	day	\$30.00	28.57%	\$21.43
Thomas	Lighting	Par 64/56 Aluminum Lighting Fixture	day	\$12.00	28.57%	\$8.57
Thomas	Truss	30" Box (10 ft.) Truss Section	day	\$50.00	28.57%	\$35.72
Times Square	Spotlight	Follow Spot	day	\$25.00	28.57%	\$17.86
Ultimate	Rigging	Ultimate Support Stand	day	\$2.00	28.57%	\$1.43
Various	Direct Boxes	Active Direct Boxes	day	\$15.00	28.57%	\$10.71
Various	Direct Boxes	Passive Direct Boxes	day	\$7.50	28.57%	\$5.36

JMU Solicitation SCK-1065 Stage Sound Rental Rates

Various	Lighting	Tripod Lighting System 4 Can Lighting System (w/Dimming) controller included with rental of 2 or more	day	\$35.00	28.57%	\$25.00
Various	Mic Stands	Microphone Stand	day	\$2.00	28.57%	\$1.43
Various	Mic Stands	Microphone Stand Choir Boom	day	\$10.00	28.57%	\$7.14
Various	Rigging	1/2" or 5/8" Shackle	day	\$1.00	28.57%	\$0.71
Various	Rigging	3/8" Wire Rope: (1' to 30')	day	\$2.00	28.57%	\$1.43
Various	Rigging	Block & Fall (45' lift)	day	\$25.00	28.57%	\$17.86
Various	Rigging	Ratchet Strap	day	\$5.00	28.57%	\$3.57
Various	Rigging	Round Slings (3' to 12')	day	\$2.00	28.57%	\$1.43
Various	Rigging	Wire Rope Ladder	day	\$30.00	28.57%	\$21.43
Vestax	Mixing Console	05/275 DJ Mixer	day	\$30.00	28.57%	\$21.43
Vizio	Video Display	32" LCD 16:9	day	\$100.00	28.57%	\$71.43
Wenger	Staging	Stair Set for Stage	day	\$50.00	28.57%	\$35.72
Wenger	Staging	Wenger Showmaster Stage 4'x8' per deck Height: 30" - 84" Adjustable Stage	day	\$45.00	28.57%	\$32.14
Wenger	Staging	Wenger Versalite Stage 4'x8' per deck Height: 12", 18", 24" - 42" Adjustable Stage	day	\$45.00	28.57%	\$32.14
Whirlwind	Audio Snake	20-Channel Multicore Drive, 250'	day	\$100.00	28.57%	\$71.43
Whirlwind	Audio Snake	48-Channel 3-Way ISO Split, 300'	day	\$200.00	28.57%	\$142.86
Whirlwind	Audio Snake	48-Channel 4-Way ISO Split, 300'	day	\$225.00	28.57%	\$160.72
Whirlwind	Audio Snake	8-Channel Drive Snake, 250'	day	\$50.00	28.57%	\$35.72
Whirlwind	Pressbox	12-Channel Active Multi Box	day	\$60.00	28.57%	\$42.86
Whirlwind	Pressbox	12-Channel Passive Press Box	day	\$50.00	28.57%	\$35.72
Whirlwind	Pressbox	16-Channel Active Press Box	day	\$75.00	28.57%	\$53.57
Yamaha	Digital Snake	RIO 1608 Digital Snake 16x8	day	\$160.00	28.57%	\$114.29
Yamaha	Digital Snake	RIO 3224 Digital Snake 32x24	day	\$300.00	28.57%	\$214.29
Yamaha	Mixing Console	12-Channel Powered Mixhead	day	\$45.00	28.57%	\$32.14
Yamaha	Mixing Console	6-Channel Powered Mixhead	day	\$30.00	28.57%	\$21.43
Yamaha	Mixing Console	8-Channel Powered Mixhead	day	\$40.00	28.57%	\$28.57
Yamaha	Mixing Console	CL5	day	\$500.00	28.57%	\$357.15
Yamaha	Mixing Console	M7CL-48 ES	day	\$350.00	28.57%	\$250.01
Yamaha	Mixing Console	PM3500, 48x8x2	day	\$450.00	28.57%	\$321.44
Yamaha	Mixing Console	PM3500M, 52x18	day	\$550.00	28.57%	\$392.87
Yamaha	Mixing Console	PM5D-RH	day	\$600.00	28.57%	\$428.58

JMU Solicitation SCK-1065 Stage Sound Rental Rates

Yamaha	Mixing Console	QL5	day	\$300.00	28.57%	\$214.29
Yamaha	Monitors	CM10	day	\$15.00	28.57%	\$10.71
Yamaha	Monitors	CM15	day	\$25.00	28.57%	\$17.86
Yamaha	Power Amplifier	P7000	day	\$30.00	28.57%	\$21.43
Yamaha	Power Amplifier	PC9501N	day	\$30.00	28.57%	\$21.43
Yamaha	Processing	ProR3/REV 5	day	\$50.00	28.57%	\$35.72
Yamaha	Processing	REV 7/SPX 90/SPX 90-II	day	\$25.00	28.57%	\$17.86
Yamaha	Processing	SPX 990/SPX1000	day	\$35.00	28.57%	\$25.00
	Atmospheric	DF50 Hazer Fog Machine	day	\$75.00	28.57%	\$53.57
	Rigging	Chain Fall (45' Lift)	day	\$25.00	28.57%	\$17.86

The following are package systems that span a variety of Event Needs and Scopes, the package prices do not					
Category/Service	Type	Unit	Rate	Discount from List	
Camera and Switcher System 1: Composite/Component/VGA System with switching, routing, video playback & record, multi-station intercom system, cabling, and one 2/3" professional camera with professional tripod.	Video Capture	day	\$2,070.69	28.57%	\$ 1,479.09
Camera and Switcher System 2: Composite/Component/VGA System with switching, routing, video playback & record, multi-station intercom system, cabling, and two 2/3" professional cameras with professional tripods	Video Capture	day	\$3,230.81	28.57%	\$ 2,307.77

JMU Solicitation SCK-1065 Stage Sound Rental Rates

Camera and Switcher System 3: Composite/Component/VGA System with switching, routing, video playback & record, multi-station intercom system, cabling, and three 2/3" professional cameras with professional tripods	Video Capture	day	\$4,883.31	28.57%	\$ 3,488.15
Projection and Screen System 1: Two ground supported 2,000 lumen LCD projectors and two ground supported 6'X8' fast fold screens with front and rear projection surfaces.	Video playback and recording with Imag.	day	\$1,308.51	28.57%	\$ 934.67
Projection and Screen System 2: Two ground supported 5,000 lumen LCD projectors, two ground supported 9'X12' truss style screens with front or rear projection surfaces, and two 42" Plasma monitors.	Video playback and recording with Imag.	day	\$2,104.41	28.57%	\$ 1,503.18
Projection and Screen System 3: Two flown 10,000 lumen LCD projectors and two flown 15'X20' truss style screens with front or rear projection surfaces, two 58" Plasma monitors, and four 42" Plasma monitors.	Video playback and recording with Imag.	day	\$8,626.74	28.57%	\$ 6,162.08

JMU Solicitation SCK-1065 Stage Sound Rental Rates

Stage System 1: One 32' x 16' stage with black skirting, handrail, and two stair sets. Available in various heights from 1'-0" to 3'-6".	Staging	day	\$1,807.64	28.57%	\$ 1,291.19
Stage System 2: One 48' x 40' stage with black skirting, handrail, one 16' aluminum loading ramp, and two stair sets. Available in various heights from 2'-6" to 7'-0".	Staging	day	\$4,775.39	28.57%	\$ 3,411.06
Corporate/Special Event Lighting System 1: Up to 80' of 1' box truss ground supported or flown with twenty ETC Source 4 leko units, eight conventional wash fixtures, twenty-four channels of dimming, twenty-four channel lighting console, and appropriate cabling.	Lighting	day	\$2,036.96	28.57%	\$ 1,455.00
Corporate/Special Event Lighting System 2: Up to 160' of 1' box truss ground supported or flown with forty ETC Source 4 leko units, sixteen conventional wash fixtures, forty-eight channels of dimming, forty-eight channel lighting console, and appropriate cabling.	Lighting	day	\$4,208.82	28.57%	\$ 3,006.36

JMU Solicitation SCK-1065 Stage Sound Rental Rates

Concert Lighting System 1: Sixty 1000W Par 64 on two ground supported or flown box trusses, 41' x 28' Backdrop, thirty-two channels of dimming, twenty-four channel lighting console, and appropriate cabling.	Concert lighting	day	\$2,300.01	28.57%	\$ 1,642.90
Concert Lighting System 2: Ninety 1000W Par 64 on two ground supported or flown box trusses, four ACL bars, eight downstage ETC Source 4 lekos, two 8-lite Crowd Blinders, 41' x 28' Backdrop, forty-eight channels of dimming, forty-eight channel lighting console, one hazer unit, and appropriate cabling.	Concert lighting	day	\$3,434.51	28.57%	\$ 2,453.27
Concert Lighting System 3: One hundred twenty 1000W Par 64 on two ground supported or flown box trusses, four ACL bars, eight downstage ETC Source 4 lekos, four 8-lite Crowd Blinders, 41' x 28' Backdrop, ninety-six channels of dimming, ninety-six channel lighting console, two hazer units, one fog unit, and appropriate cabling.	Concert lighting	day	\$4,169.70	28.57%	\$ 2,978.42

JMU Solicitation SCK-1065 Stage Sound Rental Rates

Audio System 1: Ground supported SLS Line Array with 4 double-18" subs, thirty-two channel analog FOH console, four passive monitor mixes on eight wedges, wired mic package, 32-channel snake, and appropriate cabling.	Event and Concert Audio	day	\$1,348.98	28.57%	\$ 963.58
Audio System 2: Ground supported or flown sixteen box QSC Line Array with 4 quad-18" subs, forty-channel analog FOH console, forty-channel analog monitor console, eight passive monitor mixes on eight wedges (including cue wedge), wired mic package, three-way-forty-eight-channel isolated splitter snake, and appropriate cabling.	Event and Concert Audio	day	\$2,832.86	28.57%	\$ 2,023.51
Audio System 3: Flown thirty-two box QSC Line Array with 6 quad-18" subs, forty-eight-channel analog FOH console, forty-eight-channel analog monitor console, twelve bi-amplified monitor mixes on twelve wedges (including cue wedge), wired mic package, three-way-forty-eight-channel isolated splitter snake, and appropriate cabling.	Event and Concert Audio	day	\$3,507.35	28.57%	\$ 2,505.30

JMU Solicitation SCK-1065 Stage Sound Rental Rates

Audio System 4: Flown twenty-two box Nexa Line Array with 6 dual-18" subs, forty-eight-channel analog FOH console, forty-eight-channel analog monitor console, twelve bi-amplified monitor mixes on twelve wedges (including cue wedge), wired mic package, two-way-forty-eight-channel isolated splitter snake, and appropriate cabling.	Event and Concert Audio	day	\$4,620.26	28.57%	\$ 3,300.25
Audio System 5: Flown twenty-box EAW 760 line array with 12 double-18" subs, forty-eight-channel analog FOH console, forty-eight-channel analog monitor console, twelve bi-amplified monitor mixes on twelve wedges (including cue wedge), EV MTL-4 drum sub, two four-way sidefills, wired mic package, four-way forty-eight-channel isolated splitter snake, and appropriate cabling.	Event and Concert Audio	day	\$4,620.26	28.57%	\$ 3,300.25

Technical Services Labor Charges		
Technical Director		Per Hour \$90.00/HR
Audio A1 - Lead/Operator/Designer	Audio Engineer	Per Hour \$75.00/HR

JMU Solicitation SCK-1065 Stage Sound Rental Rates

Audio A2 - System Tech/Operator	Audio Engineer	Per Hour	\$60.00/HR
Lighting L1 - Lead/Operator/Designer	Lighting Designer	Per Hour	\$75.00/HR
Lighting L2 - System Tech/Operator	Lighting Technician	Per Hour	\$60.00/HR
Video V1 - Lead/Operator/Designer	Video Designer	Per Hour	\$75.00/HR
Video V2 -System Tech/Operator	Video Technician	Per Hour	\$60.00/HR
Rigger R1 - Lead/Operator/Designer	Head Rigger	Per Hour	\$75.00/HR
Rigging R2 - System Tech/Operator	Rigging Technician	Per Hour	\$60.00/HR
Camera Operator	Camera Operator	Per Hour	\$65.00/HR

The rental rates are full price for the first day and 1/2 the original price for each additional day. Half day prices are not available. A week price is based on Package Systems pricing does not include Technical Services Labor Charges. Minimum billing \$500.00.

Stage Sound Pricing JMU Solicitation SCK-1065, 2020 Revision

	A	B	C	D	E	F	G	H	I	J
1			Broadcast TV Equipment	Multimedia Presentation	Multimedia Dev. Equipment	Satellite Trans. Receiving Equipment	Teleconferencing Comm. Equipment	Computer Presentation	Broadband Dist. Equipment	Multimedia Furniture
2	Brand	Contract Discount								
3	Ace Backstage	25.00%		X			X	X		
4	Acoustics First	5.00%	X	X	X			X		
5	AJA	2.00%	X	X	X		X	X		
6	AKG	30.00%	X	X	X		X	X		
7	Allen & Heath QU	25.00%	x	x	x		x	x		
8	Allen & Heath SQ	25.00%	x	x	x		x	x		
9	Allen & Heath GR	25.00%	x	x	x		x	x		
10	Allen & Heath ZED	28.00%	x	x	x		x	x		
11	Allen & Heath Broadcast	28.00%	x	x	x		x	x		
12	Allen & Heath ME	25.00%	x	x	x		x	x		
13	Allen & Heath Mix Wizard	25.00%	x	x	x		x	x		
14	Allen & Heath GL2400	25.00%	x	x	x		x	x		
15	Allen & Heath CAT5 Reels	20.00%	x	x	x		x	x		
16	Allen & Heath D-Live S	20.00%	x	x	x		x	x		
17	Allen & Heath D-Live C	18.00%	x	x	x		x	x		
18	Allen & Heath Flight Cases	15.00%	x	x	x		x	x		
19	Allen & Heath GLD CARDS	15.00%	x	x	x		x	x		
20	Allen & Heath Accessories	15.00%	x	x	x		x	x		
21	Altman	20.00%	X	X				X		
22	American DJ	12.00%	X	X	X			X		
23	American Technical Furniture	40.00%								X
24	Analog Way	10.00%	X	X	X		X	X		
25	Anchor Audio	15.00%		X				X		
26	Ashly	20.00%		X			X	X		
27	Atlas	20.00%	X	X	X		X	X		
28	Atlona	27.00%	X	X	X		X	X	X	
29	Attero Tech	25.00%	X	X	X		X	X		
30	Audio Technica	20.00%	X	X	X		X	X		
31	Audix	30.00%	X	X	X		X	X		
32	Auralex Acoustics	10.00%	X	X	X			X		
33	Aurora Multimedia	27.00%	X	X	X		X	X	X	
34	AVFI	33.00%		X			X	X		X
35	Aviom	25.00%		X				X		
36	Avolites	10.00%	X	X				X		
37	Behringer	40.00%	X	X	X			X		
38	Beyerdynamic	15.00%	X	X	X		X	X		

Stage Sound Pricing JMU Solicitation SCK-1065, 2020 Revision

	A	B	C	D	E	F	G	H	I	J
39	Biamp Nexia	30.00%		X			X	X		
40	Biamp TesiraFORTE	30.00%		X			X	X		
41	Black Magic	2.00%	X	X	X		X	X		
42	Bose Professional	25.00%		X			X	X		
43	Bose Portable L1/F/S1	10.00%		X	X		X	X		
44	Brightsign	4.00%		X			X	X		
45	BSS Professional	25.00%	X	X	X		X	X		
46	Cables to Go	117.00%	X	X	X		X	X		
47	CBI	10.00%	X	X	X		X	X		
48	Chauvet Lighting (All)	25.00%	X	X				X		
49	Chief (Mounts)	27.00%	X	X	X		X	X		
50	Chief (Racks)	39.00%	X	X	X		X	X		X
51	Clearsonic	10.00%	X	X	X		X	X		
52	Community Pro	25.00%		X			X	X		
53	Countryman	28.00%	X	X	X		X	X		
54	Crestron	35.00%	X	X			X	X	X	
55	Crown Power Amps	30.00%	X	X	X		X	X		
56	Crown Xti & Comercial Series	10.00%					X	X		
57	Da-Lite	22.00%		X			X	X		
58	Danley	20.00%		X						
59	DBX	20.00%	X	X	X		X	X		
60	Denon Pro	10.00%	X	X	X		X	X		
61	DPA	5.00%	X	X	X		X	X		
62	Draper	24.00%		X			X	X		
63	EAW	10.00%		X			X	X		
64	Elation	20.00%	X	X				X		
65	Elitecore Cables	20.00%	X	X	X		X	X		
66	Eminence	30.00%		X			X	X		
67	ETC	15.00%	X	X	X		X	X		
68	ETC 4WRD	15.00%	X	X	X		X	X		
69	EV Pro	15.00%		X			X	X		
70	Exact Furniture	33.00%		X			X	X		X
71	Extron	35.00%	X	X	X			X		
72	Focusrite	25.00%	X	X	X		X	X		X
73	FSR	20.00%	X	X	X		X	X		
74	Fulcrum Acoustic	27.00%		X				X		
75	Furman	25.00%	X	X	X		X	X		
76	Galaxy Audio	35.00%		X				X		
77	Gator	35.00%		X				X		
78	Genelec	15.00%	X	X	X		X	X		
79	Genelec Accessories	8.00%	X	X	X		X	X		

Stage Sound Pricing JMU Solicitation SCK-1065, 2020 Revision

	A	B	C	D	E	F	G	H	I	J
80	Global Truss	10.00%	X	X				X		
81	Goo Systems	14.00%		X			X	X		
82	Maxell Projectors	30.00%		X			X	X		
83	Hosa	30.00%	X	X	X		X	X		
84	HSA Rolltops	10.00%		X			X	X		X
85	InFocus	2.00%		X			X	X		
86	JBL Professional	27.00%	X	X	X		X	X		
87	K&M	15.00%	X	X	X			X		
88	KanexPro	27.00%	X	X	X		X	X	X	
89	Kramer	33.00%	X	X	X		X	X	X	
90	Lab Gruppen	35.00%	X	X	X		X	X		
91	Lake	35.00%								
92	Leviton Entertainment Products	15.00%		X				X		
93	Lewitt	30.00%	X	X	X		X	X		
94	Lex Products	10.00%	X	X	X			X	X	
95	Lexicon	26.00%		X				X		
96	LG Commercial Displays	5.00%	X	X	X		X	X		
97	Liberty AV	24.00%		X			X	X	X	
98	Lightronics	10.00%	X	X				X		
99	Listen	20.00%	X	X	X		X	X		
100	Littlelite	25.00%	X	X	X			X		
101	Livemix	25.00%	X	X	X		X	X		
102	Lowell Manufacturing	35.00%	X	X	X		X	X		X
103	LumaStream	20.00%	X	X	X			X		
104	MA Lighting	15.00%	X	X	X		X	X		
105	Mackie	15.00%		X				X		
106	Manhasset Stands	10.00%	X	X	X			X		
107	Marshall Electronics	10.00%	X	X	X		X	X		
108	Martin Audio	25.00%	X	X				X		
109	Martin Lighting	20.00%		X				X		
110	Midas	25.00%	X	X	X			X		
111	Middle Atlantic	30.00%	X	X	X		X	X		X
112	Nexo Speakers/Power Amps	20.00%								
	Nexo									
113	Flyware/Accessories/Cabling	15.00%	X	X	X		X	X		X
114	Nord	20.00%		X	X					X
115	OSP Cases	30.00%	X	X	X		X	X		X
116	Panasonic Projector Accessories	3.00%	X	X	X		X	X		
117	Panasonic Pro Displays/PTZ	6.00%	X	X	X		X	X		

Stage Sound Pricing JMU Solicitation SCK-1065, 2020 Revision

	A	B	C	D	E	F	G	H	I	J
	Panasonic Fix Install/Large									
118	Venue Projectors	25.00%	X	X	X		X	X		
119	Peavey	20.00%		X				X		
120	Planar Commercial Displays	8.00%	X	X	X		X	X		
	Poly Service Contracts/Video									
121	Conferencing Accessories	3.00%	X	x			X	X		
	Poly Realpresence Desktop									
122	Software	6.00%	X	X			X	X		
	Poly G7500, RealPresence, HDX									
123	Series Codex	15.00%	X	X			X	X		
124	Premier Mounts	10.00%	X	X	X		X	X		
125	Presonus	25.00%		X				X		
126	Prime Acoustics	10.00%	X	X	X		X	X		
127	Pro Intercom	20.00%	X	X	X		X	X		
128	QSC	20.00%		X			X	X		
129	QSC Q-SYS	18.00%		X			X	X		
130	Rane	15.00%	X	X	X		X	X		
131	RCF	20.00%		X				X		
132	Renkus-Heinz	24.00%		X				X		
133	Roland A/V Accessoires	10.00%	X	X	X		X	X		
134	Roland Pro A/V	10.00%	X	X	X		X	X		
135	Roland MI Electronics	20.00%	X	X	X			X		
136	Rolls	20.00%		X				X		
137	Samsung Commercial Displays	15.00%	X	X	X		X	X		
138	Sennheiser	24.00%	X	X	X		X	X		
139	Sharp Commercial Displays	15.00%	X	X	X		X	X		
140	Shure	26.00%	X	X	X		X	X		
141	Shure Aecessories	10.00%	X	X	X		X	X		
142	Shure MXA	10.00%	X	X	X		X	X		
143	SKB	25.00%		X				X		
144	Soundcraft	21.00%	X	X	X			X		
145	Strong Racks & Mounts	30.00%	X	X	X		X	X		
146	Symetrix	20.00%		X			X	X		
147	Tascam	17.00%	X	X	X		X	X		
148	Turbosound	30.00%		X				X		
149	Vaddio	10.00%		X			X	X		
150	Westone	20.00%	X	X	X			X		
151	WePresent	10.00%	X	X			X	X		
152	Whirlwind	15.00%	X	X	X		X	X		
153	Williams Sound	25.00%		X			X	X		

Stage Sound Pricing JMU Solicitation SCK-1065, 2020 Revision

	A	B	C	D	E	F	G	H	I	J
	Yamaha Pro Digital Consoles CL/QL/TF Accessories and									
154	Peripherals	20.00%	X	X	X		X	X		
	Yamaha Cascading Cable SS30/Rack Kits/CS700 Video									
155	Collaboration Systems	5.00%	X	X	X		X	X		
	Yamaha Pro Analog Mixers/ Loudspeakers/Power									
156	Amps/Processing	25.00%	X	X	X		X	X		
157	Yamaha Rivage	5.00%	X	X	X		X	X		
	Audio and Lighting Products Not									
158	Listed	10.00%	X	X	X	X	X	X	X	X
159	Video Products Not Listed	5.00%	X	X	X	X	X	X	X	X
160	Design Engineer	\$90/Hr								
161	Project Manager	\$90/Hr								
162	Programmer	\$100/Hr								
163	Trainer	\$100/Hr								
164	Installation tech	\$76/Hr								
165	After hours service	\$114/Hr								
166	After Warranty Service	\$90/Hr								
167	Service Tech	\$76/Hr								
168	Consulting	\$120/Hr								