



**CONTRACT RENEWAL LETTER**

**Date:** April 18, 2024  
**Contract #:** UCPJMU6349  
**Service:** Band and Guard Supplies and Accessories  
**Renewal Period:** 6/28/2024 to 6/27/2025  
**Renewal #:** 2 of 4 One-Yr  
**Issued By:** James Madison University  
 Colleen Johnson, LCCO&PM Ph: 540-568-7523  
 Fx: 540-568-7935

**Contractor:** Guitar Center Stores, Inc. dba Music & Arts  
 Attn: Monica Durmisevic  
 5925 Westview Dr. Suite 300  
 Frederick, MD 21703 Ph: (803) 386-1545

**Contract Administrator:** Scott Ridders, Band

**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 schedule included in the Negotiation Summary of UCPJMU6349 specifically item two [2], is hereby replaced with the attached Guitar Center Stores, Inc. dba Music & Arts *Repair Pricing Guide*. All other UCPJMU6349 Negotiation Summary negotiated pricing terms (numbered one [1], and three [3] through eight [8]) remain in full effect.

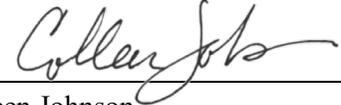
All invoices shall be submitted within sixty days of contract renewal term expiration as well as for each subsequent contract renewal period. Any invoices submitted after the sixty day period will not be processed for payment.

Return one executed renewal notice to my attention within ten days.

**Guitar Center Stores, Inc. dba Music & Arts**

**James Madison University**

**By:**   
 \_\_\_\_\_  
 Monica Durmisevic  
 \_\_\_\_\_  
*Name (print)* **4/19/2024**  
 School Services Coordinator – Southeast Region  
 \_\_\_\_\_  
*Title* *Date Signed*

**By:**   
 \_\_\_\_\_  
 Colleen Johnson  
 \_\_\_\_\_  
*Name (print)* **4/19/2024**  
 LCCO&PM  
 \_\_\_\_\_  
*Title* *Date Signed*

# MUSIC & ARTS™

## Repair Pricing Guide



### Rack Labor Per Hour Rate

\$85.00

Baseline Labor Rate is set @ \$85.00 per hour

### Discount %

Labor	Parts
10.00%	20.00%

Discounted Rate is currently set @ \$76.50 per hour



<b>Class 1 Woodwind Service Plans- Flat Rate</b>	<b>Piccolo Plastic</b>	<b>Piccolo Wood/Metal</b>	<b>Flute Closed</b>	<b>Flute Open</b>	<b>Oboe Plastic</b>	<b>Oboe Wood</b>	<b>Clarinet Plastic</b>	<b>Clarinet Wood</b>	<b>Bass Clarinet Plastic</b>	<b>Bass Clarinet Wood</b>
<b>Play Condition 1</b>	\$ 63.80	\$ 63.80	\$ 63.80	\$ 84.50	\$ 84.50	\$ 84.50	\$ 63.80	\$ 63.80	\$ 84.50	\$ 84.50
Playing Condition Repairs & Adjustments 0 pads replaced										
<b>Play Condition 2 <b>**Most Common Service**</b></b>	\$ 99.10	\$ 99.10	\$ 99.10	\$ 119.80	\$ 133.80	\$ 133.80	\$ 99.10	\$ 99.10	\$ 148.70	\$ 148.70
Playing Condition Repairs & Adjustments Up to 4 Pads Replaced										
<b>Play Condition 3</b>	\$ 134.40	\$ 134.40	\$ 134.40	\$ 155.10	\$ 180.40	\$ 180.40	\$ 134.40	\$ 134.40	\$ 212.90	\$ 212.90
Playing Condition Repairs & Adjustments Up to 8 Pads Replaced										
<b>Play Condition 4</b>	\$ 169.70	\$ 169.70	\$ 169.70	\$ 190.40	\$ 225.10	\$ 225.10	\$ 169.70	\$ 169.70	\$ 277.10	\$ 277.10
Playing Condition Repairs & Adjustments Up to 12 Pads Replaced										
<b>Repad</b>	\$ 273.50	\$ 314.90	\$ 341.90	\$ 413.90	\$ 486.50	\$ 624.20	\$ 332.90	\$ 415.70	\$ 531.20	\$ 607.70
Playing Condition Repairs & Adjustments All Pads, Corks, & Felts Replaced; Includes Cleaning Wood Bodies are oiled										
<b>Overhaul</b>	\$ 327.50	\$ 368.90	\$ 395.90	\$ 467.90	\$ 563.00	\$ 700.70	\$ 386.90	\$ 469.70	\$ 585.20	\$ 661.70
Playing Condition Repairs & Adjustments All Pads, Corks, & Felts Replaced; Includes Cleaning. All nickel/silver keys polished										
<b>Clean &amp; Polish</b>	\$ 76.50	\$ 99.00	\$ 110.70	\$ 110.70	\$ 101.70	\$ 127.80	\$ 76.50	\$ 101.70	\$ 101.70	\$ 127.80
Adds on Clean & Polishing Service Applies to Play Conditions 1 thru 4 Minimum service plan Play Condition 1 required										
<b>1 Itemized Repairs- Total Cost to Install:</b>										
Head Cork	\$ 32.70	\$ 32.70	\$ 32.70	\$ 32.70	N/A	N/A	N/A	N/A	N/A	N/A
Tenon Cork	N/A	N/A	N/A	N/A	\$ 32.70	\$ 32.70	\$ 32.70	\$ 32.70	\$ 32.70	\$ 32.70
Trill Key Corks (up to 3)	\$ 32.70	\$ 32.70	\$ 32.70	\$ 32.70	N/A	N/A	N/A	N/A	N/A	N/A
Solder work (ea. point)	\$ 32.70	\$ 32.70	\$ 32.70	\$ 32.70	N/A	N/A	N/A	N/A	\$ 32.70	\$ 32.70
<b>All Other Work Hourly Rate</b>	\$ 76.50	\$ 76.50	\$ 76.50	\$ 76.50	\$ 76.50	\$ 76.50	\$ 76.50	\$ 76.50	\$ 76.50	\$ 76.50

\*If a technician determines playing condition repairs exceed the pre-approved amount, the customer will be provided with an estimate.

\*Itemized repair prices reflect a single item in this category, unless otherwise stated

\*Pricing includes synthetic, bladder, cork, or leather pad replacement

\*Services completed by estimate only include: specialty pad replacement, key fitting & crack repair

\*Professional level repairs are priced by estimate only (Applies to full conservatory)

<b>Class 2 Woodwind Service Plans- Flat Rate</b>	<b>Bassoon Plastic</b>	<b>Bassoon Wood</b>	<b>Sop Sax</b>	<b>Alto Sax</b>	<b>Tenor Sax</b>	<b>Bari Sax</b>
<b>Play Condition 1</b>	\$ 99.50	\$ 99.50	\$ 91.40	\$ 91.40	\$ 108.30	\$ 135.10
Playing Condition Repairs & Adjustments Up to <u>2</u> Pads Replaced						
<b>Play Condition 2 <b>**Most Common Service**</b></b>	\$ 145.40	\$ 145.40	\$ 133.70	\$ 133.70	\$ 163.80	\$ 193.00
Playing Condition Repairs & Adjustments Up to <u>5</u> Pads Replaced						
<b>Play Condition 3</b>	\$ 288.20	\$ 288.20	\$ 264.80	\$ 264.80	\$ 324.10	\$ 383.40
Playing Condition Repairs & Adjustments Up to <u>10</u> Pads Replaced						
<b>Play Condition 4</b>	\$ 431.90	\$ 431.90	\$ 395.90	\$ 395.90	\$ 484.40	\$ 572.90
Playing Condition Repairs & Adjustments Up to <u>15</u> Pads Replaced						
<b>Repad</b>	\$ 686.90	\$ 806.60	\$ 648.20	\$ 648.20	\$ 756.40	\$ 801.60
Playing Condition Repairs & Adjustments <u>All</u> Pads, Corks, & Felts Replaced; Includes Cleaning; Wood Bodies are oiled						
<b>Overhaul</b>	\$ 763.40	\$ 883.10	\$ 724.70	\$ 724.70	\$ 832.90	\$ 878.10
Playing Condition Repairs & Adjustments <u>All</u> Pads, Corks, & Felts Replaced; Includes Cleaning. <u>All</u> nickel/silver keys polished						
<b>Clean &amp; Polish</b>	\$ 101.70	\$ 127.80	\$ 101.70	\$ 101.70	\$ 127.80	\$ 153.00
Adds on Clean & Polishing Service Applies to Play Conditions 1 thru 4 Minimum service plan Play Condition 1 required						
<b>Clean &amp; Polish - Silver Body</b>	N/A	N/A	\$ 155.70	\$ 155.70	\$ 181.80	\$ 207.00
Adds on Clean & Polishing Service Applies to Play Conditions 1 thru 4 Minimum service plan Play Condition 1 required						
<b>1 Itemized Repairs- Total Cost to Install:</b>						
Tenon Cork	\$ 32.70	\$ 32.70	N/A	N/A	N/A	N/A
Neck Cork	N/A	N/A	\$ 32.70	\$ 32.70	\$ 32.70	\$ 32.70
Bocal Cork	\$ 32.70	\$ 32.70	N/A	N/A	N/A	N/A
Boot Cork	\$ 32.70	\$ 32.70	N/A	N/A	N/A	N/A
Restraining Tenon	\$ 32.70	\$ 32.70	N/A	N/A	N/A	N/A
Solder work (ea. point)	\$ 32.70	\$ 32.70	\$ 32.70	\$ 32.70	\$ 32.70	\$ 32.70
<b>All Other Work Hourly Rate</b>	\$ 76.50	\$ 76.50	\$ 76.50	\$ 76.50	\$ 76.50	\$ 76.50

\*If a technician determines playing condition repairs exceed the pre-approved amount, the customer will be provided with an estimate.

\*Itemized repair prices reflect a single item in this category, unless otherwise stated

\*Pricing includes synthetic, bladder, cork, or leather pad replacement

\*Services completed by estimate only include: specialty pad replacement, key fitting & crack repair

\*Professional level repairs are priced by estimate only (Applies to full conservatory)

Brasswind Service Plans- Flat Rate	French Horn Single	French Horn Double	Trumpet/ Cornet	Trombone	F-Attach. Trombone	3 Valve Baritone/ Euphonium	4 Valve Baritone/ Euphonium	3 Valve Tuba/ Sousaphone	4 Valve Tuba	Rotor Tuba
<b>Ultrasonic Cleaning <b>**Most Common Service**</b></b>	\$ 131.40	\$ 157.50	\$ 101.30	\$ 100.80	\$ 131.40	\$ 131.90	\$ 157.10	\$ 171.10	\$ 201.70	\$ 219.60
Disassemble, degrease and Clean; Includes Play Condition										
<b>Play Condition</b>	\$ 85.50	\$ 100.80	\$ 80.60	\$ 81.00	\$ 111.60	\$ 95.90	\$ 126.50	\$ 109.90	\$ 140.50	\$ 158.40
Up to 2 Solder Points; Service Slides; Minor Alignment New Corks & Felts as needed, Remove Minor Accessible Dents <i>Service &amp; Restrung Rotor(s)</i>										
<b>Handslide Only</b>	N/A	N/A	N/A	\$ 81.00	\$ 81.00	N/A	N/A	N/A	N/A	N/A
Ultrasonic Clean Hand Slide; All Functional Dents Removed; Straighten, Align, Reround Tubing; Up to 2 Solder Points; New Corks & Felts as needed										
<b>Itemized Repairs-</b>										
Restrung all Rotors	\$ 32.70	\$ 32.70	N/A	N/A	\$ 32.70	N/A	N/A	N/A	N/A	N/A
Repair Single Rotor ( <i>incl. restring</i> )	\$ 32.70	\$ 32.70	N/A	N/A	\$ 32.70	N/A	N/A	N/A	N/A	\$ 32.70
Repair Piston	N/A	N/A	\$ 32.70	N/A	N/A	\$ 32.70	\$ 32.70	\$ 32.70	\$ 32.70	N/A
Pull Slide	\$ 32.70	\$ 32.70	\$ 32.70	\$ 32.70	\$ 32.70	\$ 32.70	\$ 32.70	\$ 32.70	\$ 32.70	\$ 32.70
Repair Slide Lock	N/A	N/A	N/A	\$ 32.70	\$ 32.70	N/A	N/A	N/A	N/A	N/A
Solder work (ea. point)	\$ 32.70	\$ 32.70	\$ 32.70	\$ 32.70	\$ 32.70	\$ 32.70	\$ 32.70	\$ 32.70	\$ 32.70	\$ 32.70
<b>Remove Minor Accessible Dents Only</b>	\$ 63.80	\$ 63.80	\$ 53.90	\$ 53.90	\$ 53.90	\$ 79.10	\$ 79.10	\$ 99.80	\$ 99.80	\$ 99.80
<b>All Other Work Hourly Rate</b>	\$ 76.50	\$ 76.50	\$ 76.50	\$ 76.50	\$ 76.50	\$ 76.50	\$ 76.50	\$ 76.50	\$ 76.50	\$ 76.50

\*If a technician determines playing condition repairs exceed the pre-approved amount, the customer will be provided with an estimate.

\*Itemized repair prices reflect a single item in this category, unless otherwise stated.

\*Professional level repairs are priced by estimate only

<b>String Repair Services- Flat Rate</b>	<b>Violin</b>	<b>Viola</b>	<b>Cello</b>	<b>Bass</b>
Sound Post Re-Set	\$ 27.80	\$ 27.80	\$ 33.20	\$ 33.20
Bridge reset- existing	\$ 27.80	\$ 27.80	\$ 33.20	\$ 33.20
Sound Post Replace	\$ 49.10	\$ 49.10	\$ 55.60	\$ 80.50
Bridge replacement- fit new	\$ 61.10	\$ 61.90	\$ 107.20	\$ 172.80
Install New String Set	\$ 26.90	\$ 26.90	\$ 33.20	\$ 46.70
Saddle or Nut replacement	\$ 67.10	\$ 67.10	\$ 101.80	\$ 83.80
Tailgut replacement	\$ 47.10	\$ 47.10	\$ 52.90	\$ 83.20
Tailpiece replacement	\$ 44.20	\$ 44.20	\$ 53.30	Estimate Only
Endpin replacement	Estimate Only	Estimate Only	Estimate Only	Estimate Only
Fingerboard Re-Glue	\$ 92.60	\$ 92.60	\$ 126.80	\$ 156.50
Single Peg replacement	\$ 47.10	\$ 47.90	\$ 51.70	N/A
Peg Set Replacement	\$ 98.90	\$ 101.30	\$ 124.50	N/A
Chinrest Replacement	\$ 35.70	\$ 40.50	N/A	N/A
Glasser Fiberglass Bow Exchange	\$ 32.50	\$ 32.50	\$ 48.50	\$ 64.50
Wood Bow Re-Hair (horse hair)	\$ 57.90	\$ 55.50	\$ 69.60	\$ 83.10
Heat treat to correct warp (includes re-hair)	\$ 76.80	\$ 74.40	\$ 89.40	\$ 102.90
Replace leather grip (includes re-hair)	\$ 85.50	\$ 85.50	\$ 97.20	\$ 110.70
Replace tip facing (includes re-hair)	\$ 111.00	\$ 111.80	\$ 138.50	\$ 172.00
Replace wire wrap (includes re-hair)	\$ 103.80	\$ 103.80	\$ 127.20	\$ 154.20
All Other Work Hourly Rate (Structural Repairs- i.e. neck resets, cracks, etc.)	\$ 76.50	\$ 76.50	\$ 76.50	\$ 76.50

\*If our technicians determine the repairs needed will exceed the service level selected, the customer will be provided with an estimate

\*All structural repairs except for seam re-glues are estimate only

\*Prices reflect a single item in each category

\*Professional level repairs are priced by estimate only

\*All string repair prices are á la carte unless otherwise specified

\*Replacement string parts cost is in addition to prices shown above

Electronic Repair Services	Rate	Unit
All electronic repairs are to be done by estimate only.		
Electronic Repair Services are priced at half hour and hourly rates:	\$ 38.25	/30 Mins
	\$ 76.50	/Hourly
Parts will be provided at a discount percentage off of Manufacturer's Suggested Retail Pricing (MSRP) or supply house pricing.	20%	Discount off MSRP

<b>Drum Service Plans- Flat Rate</b>	<b>Snare Drum</b>	<b>Tom</b>	<b>Hand Drum</b>	<b>Bass Drum</b>	<b>Timpani</b>
<b>Replace Head <b>**Most Common Provided Service**</b></b> Remove existing head and replace with new. Includes Play Condition	\$ 48.50	\$ 48.50	\$ 89.90	\$ 84.50	\$ 125.00
<b>Play Condition</b> Service drum, adjust tension rods, lugs, throw, pedals, & snares as needed. Remove Minor Accessible dents from existing heads	\$ 33.20	\$ 33.20	\$ 48.50	\$ 48.50	\$ 84.50
<b>All Other Work Hourly Rate</b>	\$ 76.50	\$ 76.50	\$ 76.50	\$ 76.50	\$ 76.50

\*Prices are for Labor only. String & Parts pricing is in addition to the listed prices.

\*Percussion prices are only guidelines based on average time to complete repairs.

\*Price may fluctuate based on the time it takes to complete the repair.

<b>Mallet Service Plans- Flat Rate</b>	<b>Bells/ Glockenspiel</b>	<b>Xylophone</b>	<b>Marimba</b>	<b>Vibraphone</b>	<b>Chimes</b>
<b>Restrung/Reset Bars</b> Remove existing string and replace with new. Includes Play Condition	\$ 48.50	\$ 84.50	\$ 84.50	\$ 125.00	\$ 161.00
<b>Play Condition</b> Service bars, adjust tension, repair or replace posts & felt as needed.	\$ 33.20	\$ 48.50	\$ 48.50	\$ 84.50	\$ 84.50
<b>All Other Work Hourly Rate</b>	\$ 76.50	\$ 76.50	\$ 76.50	\$ 76.50	\$ 76.50

\*Prices are for Labor only. String & Parts pricing is in addition to the listed prices.

\*Percussion prices are only guidelines based on average time to complete repairs.

\*Price may fluctuate based on the time it takes to complete the repair.