



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 Rikkens, 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

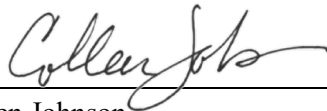
By: 

Monica Durmisevic

Name (print) **4/19/2024**
School Services Coordinator – Southeast Region

Title *Date Signed*

James Madison University

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



Class 1 Woodwind Service Plans- Flat Rate	Piccolo Plastic	Piccolo Wood/Metal	Flute Closed	Flute Open	Oboe Plastic	Oboe Wood	Clarinet Plastic	Clarinet Wood	Bass Clarinet Plastic	Bass Clarinet Wood
Play Condition 1	\$ 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										
Play Condition 2 **Most Common Service**	\$ 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										
Play Condition 3	\$ 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										
Play Condition 4	\$ 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										
Repad	\$ 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										
Overhaul	\$ 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										
Clean & Polish	\$ 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										
1 Itemized Repairs- Total Cost to Install:										
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
All Other Work Hourly Rate	\$ 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)

Class 2 Woodwind Service Plans- Flat Rate	Bassoon Plastic	Bassoon Wood	Sop Sax	Alto Sax	Tenor Sax	Bari Sax
Play Condition 1	\$ 99.50	\$ 99.50	\$ 91.40	\$ 91.40	\$ 108.30	\$ 135.10
Playing Condition Repairs & Adjustments Up to <u>2</u> Pads Replaced						
Play Condition 2 **Most Common Service**	\$ 145.40	\$ 145.40	\$ 133.70	\$ 133.70	\$ 163.80	\$ 193.00
Playing Condition Repairs & Adjustments Up to <u>5</u> Pads Replaced						
Play Condition 3	\$ 288.20	\$ 288.20	\$ 264.80	\$ 264.80	\$ 324.10	\$ 383.40
Playing Condition Repairs & Adjustments Up to <u>10</u> Pads Replaced						
Play Condition 4	\$ 431.90	\$ 431.90	\$ 395.90	\$ 395.90	\$ 484.40	\$ 572.90
Playing Condition Repairs & Adjustments Up to <u>15</u> Pads Replaced						
Repad	\$ 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						
Overhaul	\$ 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						
Clean & Polish	\$ 101.70	\$ 127.80	\$ 101.70	\$ 101.70	\$ 127.80	\$ 153.00
Adds on Clean & Polishing Service Applies to Play Condtns 1 thru 4 Minimum service plan Play Condition 1 required						
Clean & Polish - Silver Body	N/A	N/A	\$ 155.70	\$ 155.70	\$ 181.80	\$ 207.00
Adds on Clean & Polishing Service Applies to Play Condtns 1 thru 4 Minimum service plan Play Condition 1 required						
1 Itemized Repairs- Total Cost to Install:						
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
Restrting 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
All Other Work Hourly Rate	\$ 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 replacment

*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
Ultrasonic Cleaning **Most Common Service**	\$ 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										
Play Condition	\$ 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 & Restrung Rotor(s)</i>										
Handslide Only	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										
Itemized Repairs-										
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
Remove Minor Accessible Dents Only	\$ 63.80	\$ 63.80	\$ 53.90	\$ 53.90	\$ 53.90	\$ 79.10	\$ 79.10	\$ 99.80	\$ 99.80	\$ 99.80
All Other Work Hourly Rate	\$ 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

String Repair Services- Flat Rate	Violin	Viola	Cello	Bass
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

Drum Service Plans- Flat Rate	Snare Drum	Tom	Hand Drum	Bass Drum	Timpani
Replace Head <u>**Most Common Provided Service**</u> Remove existing head and replace with new. Includes Play Condition	\$ 48.50	\$ 48.50	\$ 89.90	\$ 84.50	\$ 125.00
Play Condition 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
All Other Work Hourly Rate	\$ 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.

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