



Mr. Dirk Banks  
Multiple Assembly of Procurement Officials (MAPO)  
Northern Colorado Water Conservancy District  
220 Water Ave  
Berthound, CO 80513

January 13, 2009

Dear Mr. Banks,

This letter serves as official notification that New Holland Construction and the New Holland Construction dealers of Colorado offer a discount agreement to the Colorado Multiple Assembly of Procurement Officials (MAPO). The New Holland Construction products available under this discount agreement are Skid Steer Loaders, Compact Track Loaders, Mini Excavators, Industrial Tractor Loaders, Industrial Tractor Loader Backhoes, Compact Wheel Loaders, associated Wholegoods Attachments and Loadstar Attachments available from Wholegoods for these products.

This discount offer will be effective from January 13, 2009 until December 31, 2010.

The pricing available to Colorado MAPO participants will be expressed as a percentage discount off of Manufacturer's Suggested List Prices. A table with the product categories and associated discounts is enclosed as Attachment 1. This discount structure is in effect for Purchase Orders received in 2009 and will remain effective through December 31, 2010. The published Price and Data Pages (New Holland Construction list prices) in effect on the date of the Purchase Order will apply. New Holland Construction will provide Colorado MAPO with any new model and/or product line information and associated discount off list prices.

Colorado MAPO members should pursue New Holland Construction equipment purchases with their local New Holland Construction dealer. A list of New Holland Construction dealers located in Colorado is enclosed as Attachment 2. Our dealers will assist MAPO customers in all matters related to the selection of the appropriate equipment and options which will best satisfy the customer's usage and budget requirements. Pricing will be quoted by the local New Holland Construction dealer using the discounts on the attachment. The equipment must be ordered from the local New Holland dealer who will provide sales, after sale parts and service support.

Please visit the New Holland Construction website to learn more about our product line at: [www.newhollandconstruction.com](http://www.newhollandconstruction.com)



Mr. Jim Niemeyer is New Holland Construction's primary contact for any local issues concerning this discount agreement. Jim manages New Holland Construction relationship with all New Holland Construction dealers in the State. His phone is 1-630-414-0205. New Holland Construction Government Sales Office located in Carol Stream, IL, managed by Gary Oldis (1-630-260-4552) will work with Colorado MAPO to ensure that we keep our product line and dealer information up-to-date, including future agreement extensions.

New Holland Construction is please to be an approved equipment supplier to Colorado MAPO. Please let me know if you need any other information.

Sincerely,

A handwritten signature in black ink, appearing to read "Gary Oldis", written in a cursive style.

Gary Oldis  
New Holland Construction  
Manager, Government Sales  
630-260-4552  
gary.oldis@cnh.com

Attachment 1 Product Discount Table  
Attachment 2 NHC Dealer List



## COLORADO (MAPO) PRICING DISCOUNT SCHEDULE

ALL PRICES ARE BASED ON DISCOUNTS OFF OF MANUFACTURER'S CURRENT SUGGESTED LIST PRICE.  
 PRIOR MODELS WILL GET SAME DISCOUNT AS CURRENT MODELS

### MAPO DISCOUNT FOR NEW HOLLAND CONSTRUCTION EQUIPMENT 01/13/09-12/31/10

PRODUCT	DESCRIPTION	DISCOUNT PERCENTAGE OFF LIST PRICE
SKID STEER LOADERS	MODELS L150, L160, L170, L175, L180	34%
	MODELS L185, L190	36%
COMPACT TRACK LOADERS	MODELS C175, C185, C190	34%
MINI EXCAVATORS	MODELS E18B	25%
	MODELS E27B, E30B	30%
	MODELS E35B, E50B	32%
INDUSTRIAL TRACTOR LOADER	MODEL U80B	24%
INDUSTRIAL TRACTOR LOADER BACKHOE	MODELS B90B, B95B, B95BTC, B95BLR	33%
	MODELS B110B, B115B	33%
MINI WHEEL LOADERS	MODELS W50BTC, W80BTC	24%
WHOLEGOODS LOADSTAR ATTACHMENTS		10%



**NEW HOLLAND CONSTRUCTION DEALERS FOR MAPO JANUARY 13, 2009**

DEALER NAME	ADDRESS	CITY	ST	ZIP	PHONE	FAX
B & G Equipment, Inc.	301 E. 8th Street	Greeley	CO	80631	970-352-2288	970-352-9179
Longmont Farm Supply, Inc.	10683 I25 Access Rd	Longmont	CO	80504	303-776-0031	303-776-1742
Ron's Equipment Company Inc.	906 N. Hwy 287	Fort	CO	80524	970-221-5296	970-490-1683
Universal Tractor Co.	815 Wadsworth Blvd.	Denver	CO	80214	303-233-4666	303-233-4669
Western Implement Co., Inc.	2919 North Ave	Grand	CO	81504	970-242-7960	970-242-5241
Western Implement Co., Inc.	2940 North Townsend	Montrose	CO	81401	970-252-1311	970-252-3654