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MAPO TORO EQUIPMENT PROPOSAL

From L.L. Johnson Company

Effective March 1, 2010

In 2010 L.L. Johnson Distributing Company will honor two different contracts to procure Toro products. We will honor the City of Tucson's contract #083004 – managed by National IPA (Similar to other cooperative purchasing contracts like US Communities), <http://www.nationalipa.org/toro.html> -discounts detailed below:

- Toro Commercial Equipment – 21.8% off of Toro MSRP,
- Toro Landscape Products – 27% off of Toro MSRP,
- Toro Dingo Products - 17% off of Toro MSRP,

Toro irrigation pricing will be based on the Toro GSA contract.

L.L. Johnson will need to add a 4% service fee to all procurements for Toro Commercial equipment. This 4% service fee offsets costs that we accrue for set-ups, services, inbound freight charges, labor to install accessories, increased fuel prices, delivery costs, and we also provide full service manuals.

1. The following products do not qualify for the above 2010 program but will be sold at the following discount price. Note that nearly all of these prices have been reduced from the 2009 agreement:

	<u>F'10 Base Unit Municipal Price</u>
a. #30839 – Groundsmaster 3500D- Sidewinder rotary	\$34,935.00
b. #04024 - Flex21 greensmower	\$ 9,408.00
c. #30858 - Groundsmaster 4700D - 7-gang contour rotary	\$63,975.00
d. #09749 - Toro ProCore Processor with tow hitch	\$25,174.00
e. #03207 - Reelmaster 3100D Sidewinder reel	\$31,884.00
f. #09200 - ProCore 648 Aerator	\$23,489.00
g. #09716 - Toro ProCore 1298-fairway aerator	\$29,437.00
h. #MP5700 – 300-gallonsprayer	\$39,543.00
i. #GM7210 -PolarTrac & Cab Assy	\$16,761.00
j. #31598 - Toro Groundsmaster 5900	\$82,995.00

2. Toro accessories purchased independent of a whole good item do not qualify for National IPA pricing.
3. Our demo equipment pricing will be negotiated – demo products are normally items that are current year production and have less than 150 hours usage.
4. New this year, L.L. Johnson will provide free onsite training by our field service technician upon request and free attendance at our 2011 L.L. Johnson service school (a \$35 value per person) – with any 2010 Toro equipment purchase.
5. Please contact us for special incentives as per the Toro Smart Value Program in the IPA agreement.
Example:
Purchase \$180,000-\$230,000 of Toro Commercial equipment and get \$4,500 of Toro Smart Value program.
 - Based on orders on a single purchase order from a single agency
6. We now allow for credit card payments on all Toro products including equipment, with prior approval.

The IPA section of this proposal will be reviewed on October 14, 2010. The GSA portion will be reviewed on December 1, 2010.

The current IPA agreement allows for Toro to have random price increases however, LL Johnson will hold the current prices through the review date and will absorb any increase from Toro through this agreement period for the MAPO group.

We at L.L. Johnson Distributing Company strive to provide the best customer service to our customers as possible. As always, if there is a warranty issue in the field with any Toro equipment, and we cannot repair it within 48 hours, we will do our very best to provide a replacement loaner piece of equipment at no charge to you. We again look forward to working with all the MAPO agencies. Please call me with any questions.

Sincerely,



Dan Melchior
General Manager
L.L. Johnson Co.
303.394.6657
DM/pc



Boyd Montgomery
The Toro Company