



**JOHN DEERE**

**Agriculture & Turf Division  
2000 John Deere Company  
Cary, NC 27513**

6 July 2010

Mr. Dirk Banks  
Multiple Assembly of Procurement Officials (MAPO)  
200 Water Avenue  
Berthoud, CO 80513

RE: MAPO Contract #002-98 for John Deere Products

Dear Mr. Banks:

Per our conversation on 30 June 2010, the schedule below has been amended to reflect our new Utility Vehicles. As discussed, the contracted discounts from MSRP remain the same.

Price Book Tab	Description	Discount from MSRP	Price Date
L15	Walk-Behind Products	10%	04Dec09
L21	Residential Zero-Turn Radius Mowers	14.5%	04Dec09
L25	Lawn Tractors (except 100 Models) *100 Series Models*	19.5% *0*	18Dec09 18Dec09
L30	Lawn and Garden Tractors	24.5%	04Dec09
L35	Equipment for Riders and Tractors	24.5%	01Nov09
L40	Compact Utility Vehicles & Equipment	17.5%	01Nov09
C10	Commercial Walk-Behind Mowers	24.5%	01Nov09
C13	Commercial ZTRAK Mowers	24.5%	04Dec09
C15	Commercial Front Mowers	24.5%	09Dec09
C18	Wide Area Mower	24.5%	01Nov09
C19	Advantage Compact Utility Tractors	5%	01Nov09
C20	Compact Utility Tractors	19.5%	08Jan10
C25	Compact Utility Tractors Equipment	20%	08Jan10
C27	Tractor Loader Backhoe	24.5%	01Nov09
C27	TLB Worksite Pro Attachments	24.5%	01Nov08
C30	Utility Tractors (Listed in A2 – Ag Tractors)	27.5%	

C35	Equipment for Utility Tractors (Listed in A9 – Material Handling)	27.5%	
C41	Crossover Utility Vehicles	20.5%	25Jun10
C42	Utility Vehicles & Equipment	20.5%	25Jun10
C45	Military Gator Utility Vehicles & Equip. – <b>Removed</b>		N/A
C47	HPX Utility Vehicles	20.5%	26Jun10
G10	Reel Mowers	21%	04Dec09
G15	Special Application Mowers	21%	04Dec09
G20	Special Application Vehicles	21%	04Dec09
G25	Aeration	21%	01Nov09
G30	Debris Maintenance	21%	01Nov09
A2	Tractors	27.5%	01Nov09
A5	Hay and Forage	27.5%	01Nov09
A6	Tillage	27.5%	01Nov09
A7	Planters	27.5%	01Nov09
A9	Material Handling	27.5%	01Nov09
A10	AMS (Ag Management Solutions)	27.5%	01Nov09
	<b>Frontier Equipment</b>		
	Transports/Livestock/Material Handling/Snow	19.5%	01Nov09
	Cutting & Mowing/Landscaping/ Tillage	19.5%	15Jan10
	Planting & Seeding	19.5%	06Nov09
	Hay & Forage	19.5%	25Dec09

Enclosed you will find only the associated current Utility Vehicle price pages on CD. We would appreciate acknowledgement of receipt at your earliest convenience in an effort to satisfy eligible agencies. Should you have any questions we can be reached at the phone numbers listed below.

Respectfully,

Bill Frank  
Sr. Account Manager  
Governmental Sales  
972-974-0984  
[frankwilliamd@johndeere.com](mailto:frankwilliamd@johndeere.com)

Tamara Hebert  
Contract Administrator  
Governmental Sales  
919-804-2862  
[heberttamarar@johndeere.com](mailto:heberttamarar@johndeere.com)