

Land & Coates

OUTDOOR POWER EQUIPMENT

June 12, 2024

Maria A. Gonzalez
Henrico County Finance-Purchasing Division
8600 Staples Mill Road
P.O. Box 90775
Henrico VA 23273-0775

RE: Construct # 2531B – Grounds Maintenance Equipment, Parts, and Repair Services

Dear Maria:

This letter serves to confirm our agreement of the renewal of the above-referenced contract. We would like to request an increase on the Kubota utility vehicles.

Kubota has four (4) categories of equipment:

Construction (CE)
Tractors
Utility Vehicles
Z-Mowers

We are requesting a three (3%) increase on the Kubota utility vehicle category.

Please let me know if we need to provide you with any additional information.

Respectfully,

LAND & COATES, INC.



Barden Winstead

xc: Justin Herbaugh



DEPARTMENT OF FINANCE
Oscar Knott, CPP, CPPO, VCO
Purchasing Director

COMMONWEALTH OF VIRGINIA
County of Henrico

May 9, 2024

Mr. Barden Winstead
Land and Coats Inc.
2624 Anderson Hwy
Powhatan, VA 23139

RE: Contract # 2531B-Grounds Maintenance Equipment, Parts, and Repair Services

Dear Mr. Winstead:

The annual contract the County has with your company to provide **Grounds Maintenance Equipment, Parts, and Repair Services** is due to expire on **June 30, 2024**. Under the terms of the original agreement, this contract may be renewed for an additional one-year period from **July 1, 2024**, through **June 30, 2025**.

The County would like to renew this contract at current contract pricing. Please complete the information requested and return to Maria Gonzalez at gon036@henrico.us at your earliest convenience.

Following receipt of this information, the County will determine whether it is in our best interest to renew the contract or re-solicit. In addition, if you agree to renew the contract for an additional one-year period, please instruct your insurance agent to provide to my attention a current copy of a certificate of insurance. **Be sure the certificate lists the County of Henrico as additional insured for the contract work.**

If you have any questions, please call me at (804) 501-5680 or email me at Her034@henrico.us. Your cooperation and prompt response will be appreciated.

Sincerely,

Justin M. Herbaugh

Justin M. Herbaugh, VCO, VCA
Procurement Analyst II

CONTRACT # 2531B-Grounds Maintenance Equipment, Parts, and Repair Services

BUYER NAME: Justin M. Herbaugh, VCO, VCA – Procurement Analyst II

Except for the changes provided herein, all other terms and conditions of this contract remain unchanged and in full force and effect. Please check one of the following:

Yes. Renew the contract for an additional one-year period at current contract pricing.

Yes. Renew the contract for an additional one-year period at new contract pricing.
(list below or attach new pricing sheet)

3% increase on Kubota utility vehicles

No. Do not wish to renew the contract. If no, please provide reason below.

Company Name: Land+Coates

Date: 6/12/24

Signature: [Handwritten Signature]

Title: President

Telephone#: 757-271-0671

Email: bwinstead@landandcoates.com

SCC#: 0055815-5