

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

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

**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.

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

\_\_\_\_\_ **Please see attached letter detailing changes.**

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

Company Name: Land & Coates, Inc

Date: 4/29/25

Signature: \_\_\_\_\_

Title: President

Telephone#: 757-271-0671

Email: bwinstead@landandcoates.com

SCC#: 0055815-5

# Land & Coates

## OUTDOOR POWER EQUIPMENT

April 29, 2025

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

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

Dear Maria:

This letter serves to confirm our agreement for the renewal of the above-referenced contract.

We would like to request a change to the following manufacturer categories:

**Honda – Power Equipment**

We are requesting a change from 11% discount to 5% discount on Honda Power Equipment. Honda has lowered their MSRP over the last few years.

**Toro**

For this contract, Toro needs to be broken out further into two (2) more categories:

**Toro Consumer and Toro Landscape Contractor Equipment (LCE)**

We are requesting a change to the discount on Toro Consumer products from 30% off MSRP to 5% off MSRP.

**Toro Consumer Equipment consists of the following Toro product groups:**

Toro Walk Power Mowers – 21" and 22"  
Toro Super Recycler 21" Mowers  
Toro 30" TimeMaster Mowers  
All Toro Battery handheld and battery 21" and 22" mowers  
Toro Timecutter zero-turn mowers  
Toro Titan zero-turn mowers  
All Toro Residential Riding Products, attachments, and accessories

The discount for Toro Landscape Contractor Equipment (LCE) shall remain the same but we are requesting to add a three (3%) surcharge to all Toro LCE product purchased after 5/1/25.

Toro is adding a three (3%) surcharge to all Landscape Contractor Equipment (LCE) effective on 5/1/25 due to tariffs (see attached letter from Toro).

**CORPORATE OFFICE**

3760 E. Virginia Beach Boulevard • Suite A • Norfolk, VA 23502  
(757) 461-5800 • Toll Free (888) 553-0148 • [www.landandcoates.com](http://www.landandcoates.com)

# Land & Coates

## OUTDOOR POWER EQUIPMENT

**Kubota** – all four (4) categories - Construction (CE), Tractors, Utility Vehicles, and Z-Mowers

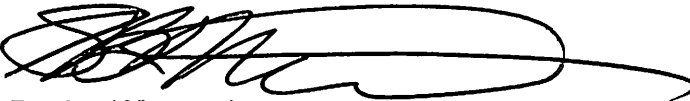
We are requesting to add a \$500 freight charge and a \$400 Pre-delivery Installation charge to all Kubota equipment purchases. Kubota dealers are charged freight and Pre-delivery charges on our invoices and these charges are similar to the standard charges on Kubota's national Sourcewell contract.

We would also like to reserve the right to charge additional tariff surcharges should other manufacturers begin charging them over the next 12-month period of this contract. We will provide documentation when and if other manufacturers begin charging any tariff-related charges.

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

Respectfully,

**LAND & COATES, INC.**



Barden Winstead

xc: Justin Herbaugh

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**THE TORO  
COMPANY**

## RLC DEALER ADVISORY BULLETIN – U.S.

**DAB #25-029**

RLC DIRECT

April 18, 2025

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**From:** Marc Hoffman Sr. Channel Development Manager

**Subject:** UPDATE! Surcharge & Price Change Notification

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The tariff environment continues to be dynamic with several changes in the last two weeks alone. Feedback from dealers indicates that the surcharge approach for parts in particular is difficult to execute and may lead to profit challenges especially with non-stocked parts. In response to this feedback, we will shift from a surcharge to a price increase for parts. To maintain margin structures across the channel, the price increase will be slightly higher than the originally planned surcharge. Parts pricing will increase by an average of 6% versus the 5%-average surcharge. We will be releasing a new price list with the parts changes.

### GENERAL RLC

**Program:** ☒ Update [refer to DAB #25-025]

**Effective Date(s):** May 1, 2025

Given this change, and to allow dealers time to execute the increases, Toro is moving the date of the price increase/surcharge for both parts and whole goods to May 1<sup>st</sup> from April 18<sup>th</sup>. This will allow Toro the time to execute the parts price increase and prevent confusion with different price increase effective dates. Orders shipped after May 1<sup>st</sup>, for parts and whole goods, will have the updated pricing.

Additionally, we continue efforts to optimize our supply chain and mitigate incoming costs. The result of this work is allowing us to reduce the increase previously communicated for consumer Zs and LCE. An updated price list will be provided early next week, and our revised timeline and approach are summarized as follows:

1. A surcharge of 3.0% will be added to all Landscape Contractor Equipment (LCE) finished goods and serialized accessories ordered after May 1, 2025. Current pricing will be honored for existing orders and new orders placed by May 1, provided:
  - a. The order has a requested delivery date of no later than May 1; and
  - b. Availability will support shipment of the order by May 1.
2. A price increase of 6% (varies across portfolios) will be added to all Residential & Landscape Contractor Equipment (RLC) replacement parts and non-serialized accessories ordered after May 1, 2025. Current pricing will be honored for existing orders and new orders placed by May 1, subject to the same conditions communicated for finished goods above.