

CALIFORNIA MULTIPLE AWARD SCHEDULE (CMAS) – LAWN & GROUNDS AND UTILITY TRACTORS

Contract Number:	4-07-51-0019A
Contract Period:	June 28, 2016 – June 5, 2026
Eligibility:	<p>State and Local Government agencies are eligible to use this contract.</p> <p>A local government agency is any city, county, district, other local governmental body, or educational system including the California State University (CSU), the University of California (UC), K-12 public schools, and community colleges empowered to expend public funds.</p>

Quotes and Purchase Orders:

Quotes are valid for 30 days from the creation date of the quote **OR** until the contract expires, whichever occurs first.

To obtain a quote, contact your local **John Deere Dealer**. Your local **John Deere Dealer** will contact the Direct Government Sales office for a direct sales quote.

All purchase orders must show Deere & Company as the vendor and reference the contract number.

Contract Details

Delivery Obligations	None
Fees	<p>California Tire Fee All Motorized Equipment \$1.75 per New Tire</p> <p>(Bunker Rakes, Mowers, CUT Tractors, TX Turf Utility Vehicle and ProGators)</p> <p>Please review the California Tire Fee publication issued by the California Department of Tax and Fee Administration for more details. California Tire Fee must be included on the Quote or Purchase Order.</p>
Financing	Not Allowed. Contract prohibits financing.
Machine Hours	Not Allowed: Due to factory delivery, pre-delivery inspection, machine setup and installation of attachments, machines may have minimal hours. Machines designated as demos are not allowed.
Manuals	An operator's manual is included with the delivery of the equipment at no charge.

Miscellaneous	<p>The State of California requires the following information to be listed on the purchase order before processing:</p> <ul style="list-style-type: none"> • Contract Number • Itemized pricing for all codes • Agency contact name • Agency contact telephone number <p>Attachments for Field Conversion that are on contract must be purchased with a self-propelled base machine and are not eligible for purchase as separate items on this contract. Customers that would like to purchase Attachments for Field Conversion must contact their local John Deere Dealer or purchase from John Deere as Not Specifically Priced (NSP).</p>										
Multiple Unit Discount	<p>For sales of three or more like self-propelled equipment sold to one customer on the same purchase order qualifies for an additional discount. Implements and attachments sold with and for self-propelled ride-on machines are also eligible for multi-unit discounts, but do not count towards the total number of ride-on units, which determines the multi-unit discount percentage. See discount structure below:</p> <table data-bbox="342 911 1078 1077"> <thead> <tr> <th>Quantity</th> <th>Additional Discount</th> </tr> </thead> <tbody> <tr> <td>3-4</td> <td>1%</td> </tr> <tr> <td>5-6</td> <td>2%</td> </tr> <tr> <td>7-8</td> <td>3%</td> </tr> <tr> <td>9 units or more</td> <td>4%</td> </tr> </tbody> </table> <p>Frontier Equipment is excluded from the Multiple Unit Discount program.</p>	Quantity	Additional Discount	3-4	1%	5-6	2%	7-8	3%	9 units or more	4%
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3-4	1%										
5-6	2%										
7-8	3%										
9 units or more	4%										
Open Market by John Deere (listed in the price book)	<p>Allowed: Open Market items (Not Specifically Priced (NSP) items) are implements, attachments, accessories, parts and bundles that are not currently on contract, but are requested by the customer to complete the purchase of John Deere equipment awarded on contract.</p> <p>Items must be clearly labeled on the purchase order as NSP.</p> <p>Order Limitations:</p> <ul style="list-style-type: none"> • Purchase orders \$250,00 or less – NSP items must not exceed \$5000 • Purchase orders over \$250,000 – NSP items must not exceed 5% of the purchase order or \$25,000 whichever is lower. 										
Open Market by Dealer (not listed in the price book)	<p>Not allowed.</p>										
Payment and Remittance	<p>Credit card payments not allowed.</p>										

	Remit to Address: Deere & Company Ag & Turf CBD & Government Sales 21748 Network Place Chicago, IL 60673-1217
Substitution	Government Sales must contact the state for approval.
Trade-In	Allowed: Items must be clearly labeled on the purchase order or quote as Trade-In. The agency and the dealer determine the trade-in value.

Price Structure

Price Page Tabs	Product Descriptions	Discount off MSRP	Price Page Dates
L25	Lawn Tractors (X300s only) & Equipment (temporary discount through 31Dec23)	24%	13Jan20
L30	Garden Tractors & Equipment	25%	13Jan20
L35	Equipment for Lawn & Garden Tractors	25%	09Mar20
C10	Commercial Walk-Behind Mowers & Equipment	28%	10Dec19
C13	Commercial Zero-Turn-Radius Mowers & Equipment	28%	28Feb20
C15	Commercial Front Mowers & Equipment	28%	10Dec19
C18	Commercial Wide Area Mowers & Equipment	28%	10Dec19
C20	Compact Utility Tractors & Equipment	25%	20Apr20

(temporary discount through 31Dec23)

C21	Equipment for Commercial Mowing Product	28%	10Dec19
C25	Equipment for Compact Utility Tractors	25%	12Nov18
G10	Reel Mowers & Equipment	28%	09Mar20
G15	Special Application Mowers & Equipment	28%	03Feb20
G20	Special Application Vehicles & Equipment (TX Turf & ProGators - 26%) (Bunker Rake – 28%)		28Apr20
G25	Aeration & Equipment	28%	08Nov19
G30	Debris Maintenance & Equipment	28%	08Nov19
G35	Fleet Management	15%	08Apr20

Contract updates

March 29, 2023 – Temporary discount extended.

January 12, 2022 – Temporary discount extended.

September 1, 2021 - Contract extended to June 5, 2026. No other changes made.

January 21, 2021 – Temporary discount extended.

August 17, 2020 – Updated all price pages.

October 2, 2019 – Local Government agencies are now eligible to use the contract.

August 9, 2019 – Updated to new contract summary template.

February 18, 2019 – Updated CA Tire Fee to include all motorized equipment.

February 4, 2019 – Updated all price pages and increased Golf & Turf discounts from 26% to 28%.

September 12, 2017 – Updated contract term and price pages.