

KANSAS - Landscaping / Lawn / Ag Equipment Contract

Contract Number:	44069
Contract Period:	January 1, 2018 – December 31, 2021
Eligibility:	This contract is extended to State Agencies and Political Subdivisions (City, County and School Districts) in Kansas.

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](#). Submit your purchase order to your dealer. The John Deere Dealer will submit the purchase order to John Deere's Government Sales office.

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

Contract Details

Delivery Obligations	None.
Fees	None.
Financing	Not allowed. Contract prohibits financing.
Machine Hours	Allowed: Due to factory delivery, pre-delivery inspection, machine setup and installation of attachments, machines may have hours but should not exceed hour usage guidelines in the warranty administration manual.
Manuals	An operator's manual is included with the delivery of the equipment at no charge.
Miscellaneous	Agencies will receive an additional 2% discount off MSRP on Ag Tractors (Price Tab A2 only) if the agency picks up the tractor at the nearest dealer location instead of having it delivered. The quote or purchase order must show "customer pick-up" if the agency chooses to pick-up the tractor.

<p>Multiple Unit Discount</p>	<p>Multiple unit discounts are permitted. The contract discount plus the multiple unit discount equals the total discount. Discounts are based on the following schedule:</p> <table data-bbox="347 386 784 546"> <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>Sales of 3 or more like self-propelled products sold on the same purchase order are eligible for the multi-unit discount. Self-propelled products, with the exception of our utility vehicles, must be listed in the same tabbed price book section. Compatible implements sold with such products also qualify for the multi-unit discount, but do not count as a unit.</p> <p>Frontier Equipment is excluded from the Multiple Unit Discount.</p>	Quantity	Additional Discount	3-4	1%	5-6	2%	7-8	3%	9 units or more	4%
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5-6	2%										
7-8	3%										
9 units or more	4%										
<p>Open Market by John Deere (listed in the price book)</p>	<p>Allowed: Open-Market 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. <u>Items must be clearly labeled on the purchase order or quote as Open Market.</u></p>										
<p>Open Market by Dealer (not listed in the price book)</p>	<p>Allowed. Open-Market items not available from John Deere but offered by the delivering Dealer to complete the purchase of John Deere equipment awarded on contract. <u>Items must be clearly labeled on the purchase order or quote as Open Market.</u></p>										
<p>Payment and Remittance</p>	<p>Credit card payments are <u>not</u> allowed.</p> <p>Remit to Address: Deere & Company Ag & Turf CBD & Government Sales 21748 Network Place Chicago, IL 60673-1217</p>										
<p>Substitutions</p>	<p>Not applicable. This is a current price contract.</p>										
<p>Trade-ins</p>	<p>Allowed. <u>Items must be clearly labeled on the purchase order or quote as Trade-In.</u> The agency and the dealer will determine the trade-in value.</p>										

Price Structure

Price Page Tabs	Product Descriptions	Discounts off MSRP	Price Page Dates
L25	Lawn Tractors (X300s only) & Equipment	18.5%	Current
L30	Garden Tractors & Equipment	18.5%	Current
L35	Equipment for Lawn & Garden Tractors	18.5%	Current
C10	Commercial Walk-Behind Mowers & Equipment	23.5%	Current
C13	Commercial Zero-Turn-Radius Mowers & Equipment	23.5%	Current
C15	Commercial Front Mowers & Equipment	23.5%	Current
C18	Commercial Wide Area Mowers & Equipment	23.5%	Current
C20	Compact Utility Tractors & Equipment	18.5%	Current
C21	Equipment for Commercial Mowers	23.5%	Current
C25	Equipment for Compact Utility Tractors	18.5%	Current
C39	High Performance Utility Vehicles & Equipment	13.5%	Current
C40	Mid Duty Crossover Utility Vehicles & Equipment	13.5%	Current
C41	Heavy-Duty Crossover Utility Vehicles & Equipment	13.5%	Current
C42	Traditional Utility Vehicles & Equipment	16.5%	Current
C47	HPX Utility Vehicles & Equipment	13.5%	Current

C48	Equipment for Utility Vehicles	13.5%	Current
G10	Reel Mowers & Equipment	24.5%	Current
G15	Special Application Mowers & Equipment	24.5%	Current
G20	Special Application Vehicles & Equipment	24.5%	Current
G25	Aeration & Equipment	24.5%	Current

G30	Debris Maintenance & Equipment	24.5%	Current
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Agencies will receive an additional 2% discount off MSRP on Ag Tractors (Price Tab A2 only) if the agency picks up the tractor at the nearest dealer location instead of having it delivered. The quote or purchase order must show "customer pick-up" if the agency chooses to pick-up the tractor.

Price Page Tabs	Product Descriptions	Discounts off MSRP	Price Page Dates
A2	Tractors - 5045E, 5055E, 5065E, 5075E	14.5%	Current
A2	Tractors - 5085E, 5090EL, 5090E, 5100E	19.5%	Current
A2	Tractors - 5000Ms, Rs, GVs, GLs, GNs, MHs, MLs	22.5%	Current
A2	Tractors - 6000 - 9000 Series	24.5%	Current
A3	Combines	22.5%	Current
A4	Cotton	22.5%	Current
A5	Hay & Forage	22.5%	Current
A6	Tillage	22.5%	Current

A7	Planters, Drills & Air Seeder	22.5%	Current
A8	Sprayers	22.5%	Current
A9	Implements & Attachments	24.5%	Current
A10	Ag Management Solutions (AMS)	4.5%	Current
Frontier	Cutting & Mowing	18.5%	Current
Frontier	Material Handling	18.5%	Current
Frontier	Landscaping	18.5%	Current
Frontier	Planting & Seeding	18.5%	Current
Frontier	Hay & Forage	18.5%	Current
Frontier	Tillage	18.5%	Current
Frontier	Livestock	18.5%	Current
Frontier	Snow	18.5%	Current
Frontier	Cotton	18.5%	Current
Frontier	Sprayers	18.5%	Current

Contract updates

December 16, 2020 – Changed contract end date from 31Dec2020 to 31Dec2021.

July 21, 2020 – Removed Non-Contract section and Allied section, which stated “not allowed”. Added Open Market sections stating “allowed”. Removed Demo section stating, “not allowed” and added “Machine Hours” section.

February 6, 2019 – Added 5090EL and 5090E tractors to 19.5% discount category with the 5085E and 5100E.