

## KENTUCKY-Master Agreement Ground Maintenance Equipment-NASPO ValuePoint

<b>Contract Number:</b>	MA 758 PUNC1600000004-1
<b>Contract Period:</b>	November 4, 2017 – March 3, 2020
<b>Eligibility:</b>	This NASPO ValuePoint cooperative agreement is based off of Virginia Master Agreement #E194-1483. This participating addendum can be utilized by Kentucky agencies, political subdivisions, cooperatives.

### Quotes and Purchase Orders:

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

Quotes	Quotes are valid for 30 days from the creation date of the quote. All quotes created in JDQ2 have creation and expiration dates on the upper right hand corner of the first quote page for your convenience. ONLY state agencies are required to follow <a href="#">this quote process</a> .
Credit Cards	<p>Allowed with no limit.</p> <p>Payment must be processed by the agency via Government Sales Accounting by calling 800-358-5010 and select Option 1.</p> <p>CARY OFFICE OPC SPECIAL INSTRUCTIONS (Does Not Apply to Dealers):</p> <p>Credit card purchases are indicated by the PO prefix "PCO". Include a note on agency invoice that our Tax ID must be included in the comments section of the credit card receipt.</p>
Special Delivery Obligations	None.
Fees	No fees may be charged.

Financing	Not allowed on this contract.										
Multiple Unit Discount	<p>Multiple unit discounts are allowed. The contract discount plus the multiple unit discount equals the total discount. Discounts are based on the following schedule:</p> <table data-bbox="331 531 776 699"> <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 must be listed in the same tabbed price book section and included on the same purchase order, with the exception of our utility vehicles. 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%										
Non-Contract (Deere)	<p>Allowed as long as the equipment is related to and compatible with the contract equipment being purchased.</p> <p>Non-Contract Deere Equipment - John Deere or Frontier branded implements, attachments, accessories, parts or 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>										
Rental	Not allowed on this contract.										
Substitution	Not allowed on this contract.										
Trade-in	<p>Allowed. Items must be clearly labeled on the purchase order or quote as Trade-In.</p> <p>End Users that wish to trade-in equipment toward the purchase of “new equipment” under this Contract may do so, if permitted by their internal policies. The trade-in value will be determined by negotiation between the agency’s End-Users and the selected local Dealer. Upon mutual agreement of a trade-in value, the description of the equipment and the trade-in value will be itemized on the End User’s purchase order and the trade-in value will be deducted from the Contract price. Deere &amp; Company will invoice the End User for the Contract purchase price less the trade-in value.</p>										
Demo	Not allowed on this contract.										

Miscellaneous	<p><b><u>Minimum Order Value</u></b> - \$500</p> <p><b><u>Training</u></b></p> <p>Provide on-site in-service training (if required) to ordering agency either by representative or instructional DVD at no cost to agency and held at order agency's facility. Dealers must provide invoice for reimbursement of cost of DVD or submit invoice itemizing time spent on on-site training which will be reimbursed at the labor rate posted on the Government and National Sales Reimbursement Schedule.</p>
Delivery Obligations	<p>All units must be delivered with a Parts Catalog (paper or CD) and Technical Manual (paper or CD) at no charge to the agency.</p>
Non-Contract Equipment	<p>Allowed as long as the equipment is related to and compatible with the contract equipment being purchased.</p> <p>Non-Contract Equipment - implements, attachments, accessories, parts or bundles not branded by John Deere that are requested by the customer to complete the purchase of John Deere equipment awarded on contract.</p>
Payment Remittance Information	<p>Remit to Address: Deere &amp; Company Ag &amp; Turf CBD &amp; Government Sales 21748 Network Place Chicago, IL 60673-1217</p>

## Price Structure

Agencies may reference and purchase from the line item pricing as it is posted on the Virginia website; however, those products are only a sample of what is available. The price page links below include all models, attachments and accessories that are available. Agencies may configure equipment as desired for any item listed with a price.

NOTE: Tractors listed below in Category 2 that do not specify Open Operator Station and/or Cab mean that either is available if applicable.

Product Descriptions	Price Page Tabs	Discounts off MSRP	Price Page Dates
5000 Series Tractors	A2	18%	Current Price Pages
6000 - 9000 Series Tractors	A2	23%	Current Price Pages
Attachments / Implements	A9	23%	Current Price Pages
Compact Utility Tractor & Equipment	C20	17%	Current Price Pages
Equipment for Compact Utility Tractors	C25	17%	Current Price Pages
Frontier Products	Frontier	18%	Current Price Pages
Cutting & Mowing			
Landscaping			
Material Handling			
Planting & Seeding			
Snow Equipment			

### Contract updates

07Nov19 – Change contract end date from November 4, 2019 to March 3, 2020. No other changes were made.

05Apr19 – Corrected contract number and changed it back to MA 758 PUNC1600000004-1

23Jan18 - Extended contract and changed the contract number from MA 758 PUNC1600000004 1 to MA 758 PUNC1600000002.

23Jun17 - Changed contract from line item models to price pages with current pricing.

27Jan17 - Changed contract number from MA 758 1400000553 to MA 758 PUNC1600000004 1.

05Nov15 - Contract renewed through November 4, 2017. No other updates at this time.

21Oct15 - 6105D, 6115D, 6130D and 6140D removed and 6105E, 6120E and 6135E added

26Aug15 - Price correction made to 5085E and 5100E

12Aug15 - Partial price page update; Each model is listed next to applicable price page date

01Jun15 - Added new FT4 Tractors as follows:

Cat 2, Item 1 – Cab Models 6175M, 6195M, 6155R, 6175R, 6195R, 6215R

Cat 2, Item 2 – Cab Models 6110M, 6120M, 6130M, 6145M, 6155M, 6110R, 6120R, 6130R, 6145R

Cat 2, Item 3 – 5100MH, 5100ML, 5115ML

05Mar15 - Non-contract Deere Equipment and Non-Contract Equipment are allowed effective March 1, 2015.

13Nov14 - Cat 2, Item 3 Equipment Only: Even though the previous Price Schedule line item spreadsheet showed a discount of 18%, the pricing reflected a calculation error that used a 23% discount instead; Therefore, the Unit Price After Discount was incorrect on the previous spreadsheet. The Unit Price After Discounts has been corrected to reflect the 18% discount. Deere will honor quotes provided by dealers on or before 03Nov2014 for 30 days from the date of the quote for equipment in Cat 2, Item 3.

02Sep14 - Changed line item price file from "lineitem30May14\_ky.xls" to "lineitem21jul14\_ky.xls". Changed 6105D order code 1381 (9F/9R PowrReverser Transmission - MFWD Axle) to code 1383 (12F/12R PowrReverser Transmission 19mph/30kmh - MFWD Axle). Code 1381 is no longer orderable. Tractor price was not changed. This is a substitution.

30May14 - All Price Pages Updated