

MASSACHUSETTS - Lawns and Grounds Equipment

Contract Number:	FAC116
Contract Period:	May 1, 2021 – April 30, 2027
Eligibility:	<p>Contract is open for use by all eligible public entities within the Commonwealth of Massachusetts including:</p> <ul style="list-style-type: none"> • Cities, towns, districts, counties, and other political subdivisions • Executive, Legislative and Judicial Branches, including all Departments and elected offices • Independent public authorities, commissions, and public agencies • Local public libraries, public school districts and charter schools • Public hospitals, owned by the Commonwealth • Public institutions of higher education • Non-profit organizations that are doing business with the Commonwealth • Other states and territories with no prior approval by the State Purchasing Agent • Other entities when designated in writing by the State Purchasing Agent

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.

Machine Hours	<p>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.</p>										
Manuals	<p>Two operator manuals must be provided to the customer for all equipment purchased at no cost. Agency can request additional operator manuals at no charge.</p> <p>Dealer will be reimbursed for manuals listed on the quote.</p>										
Miscellaneous	<p>None.</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="365 877 1128 1045"> <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> <p>“Like self-propelled products” means 3 or more utility vehicles, 3 or more ztraks, etc. The purchase of 1 utility vehicle and 2 ztraks would not qualify for MUD because they are not “like” products.</p>	Quantity	Additional Discount	3-4	1%	5-6	2%	7-8	3%	9 units or more	4%
Quantity	Additional Discount										
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 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 Open Market.</p>										
Open Market by Dealer (not listed in the price book)	<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.</p> <p>Items must be clearly labeled on the purchase order as Open Market.</p>										
Payment and Remittance	<p>Credit card payments not allowed on this contract.</p> <p>Remit to Address: Deere & Company Ag & Turf CBD & Government Sales</p>										

	21748 Network Place Chicago, IL 60673-1217
Substitutions	Government Sales must contact the state for approval.
Trade-Ins	<p>Allowed: Provided that the entities involved have adhered to their state surplus property guidelines for turn-in or disposal of the equipment. Entities must refer to their state surplus agencies to further guidance on the proper procedures for their guidelines.</p> <p><u>Items must be clearly labeled on the purchase order or quote as Trade-In.</u> The agency and the dealer determine the trade-in value.</p>

Price Structure

<u>Product Description</u>	<u>Discount off MSRP</u>	<u>Price Page Date</u>
Residential Zero Turn Radius Mowers Z700 Series Only	8%	01Feb23
Lawn Tractors X300 Series Only	17%	01Feb23
Garden Tractors X500 & X700 Series	17%	01Feb23
Equipment for Lawn and Garden Tractors	17%	01Feb23
Commercial Walk-Behind Mowers	22%	01Feb23
Commercial Zero Turn Mowers	22%	01Feb23
Commercial Front Mowers	22%	01Feb23
Commercial Wide Area Mowers	22%	01Feb23
Equipment for Commercial Mowing	22%	01Feb23
Compact Utility Tractors	17%	01Feb23
Equipment for Compact Utility Tractors	17%	01Feb23

Mid-Size Crossover Utility Vehicles	13%	01Feb23
Full-Size Crossover Utility Vehicles	13%	01Feb23
Traditional Utility Vehicles	16%	01Feb23
HPX Utility Vehicles	13%	01Feb23
G&T – Reel Mowers	23%	01Feb23
G&T – Special Application Mowers	23%	01Feb23
G&T – Special Application Vehicles	23%	01Feb23
G&T – Aercore	23%	01Feb23
G&T – Debris Maintenance	23%	01Feb23
G&T – Fleet Management	12%	01Feb23
Ag Tractors 5050E, 5060E, 5067E, 5075E	13%	01Feb23
Ag Tractors 5090E, 5090EL, 5100E	18%	01Feb23
Ag Tractors 5000Ms, ENs, GLs, GNs, GVs, MHs, MLs	21%	01Feb23
Ag Equipment 6000 Series Tractors	23%	01Feb23
Ag Equipment – Hay and Forage	21%	01Feb23
Ag Equipment – Tillage	21%	01Feb23
Ag Equipment – Planting and Seeding	21%	01Feb23
Ag Equipment – Sprayers	21%	01Feb23

Ag Equipment – Material Handling, Cutters, and Shredders	23%	01Feb23
Ag Equipment – Ag Management Solutions (AMS)	Same As Tractors Discount 4% If Purchased w/o Tractor	01Feb23
Frontier Cotton	17%	01Feb23
Frontier Cutting & Mowing	17%	01Feb23
Frontier Hay & Forage	17%	01Feb23
Frontier Landscape	17%	01Feb23
Frontier Livestock	17%	01Feb23
Frontier Material Handling	17%	01Feb23
Frontier Planting & Seeding	17%	01Feb23
Frontier Snow Equipment	17%	01Feb23
Frontier Sprayers	17%	01Feb23
Frontier Tillage	17%	01Feb23

Contract Updates

March 27, 2023 – Price Pages updated.