

PENNSYLVANIA-Power Equipment

Contract Number:	4400011369
Contract Period:	October 1, 2013 – December 31, 2018
Eligibility:	<p>Commonwealth of Pennsylvania agencies (state agencies) and COSTARS Members (non-state agencies) are eligible to use this contract.</p> <p>The Department of General Services (DGS) requires Local Public Procurement Units and State Affiliated Entities to register as COSTARS Members, and only those entities registered with DGS may purchase from the Contract.</p> <p>COSTARS Verification:</p> <ul style="list-style-type: none"> • COSTARS member name and street address will be verified by the John Deere Account Representative against the COSTARS membership list. <ul style="list-style-type: none"> ○ For assistance, review the search instructions • Questions regarding COSTARS eligibility may be emailed to ra-pacostars@state.pa.us

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 OR until the contract expires, <u>whichever occurs first</u> . All quotes created in JDQ2 have creation and expiration dates on the upper right hand corner of the first quote page for your convenience.
Allied (non-Deere)	Allowed.
Credit Cards	Credit card usage is optional for purchases up to \$10,000. Credit cards are not accepted for purchases over \$10,000.
Special Delivery Obligations	<p>Late Delivery</p> <ul style="list-style-type: none"> ○ Must communicate to the ordering entity's point of contact in writing any possible delay

	<ul style="list-style-type: none"> ○ When a PO status update is requested, provide an update in writing via e-mail, with any pertinent data, within 24 hours of the request <p>Manuals Upon request, a parts and technical manual should be provided to the customer at no cost. Electronic formatted manuals on CD or online may be supplied. Dealers will be reimbursed.</p>										
Fees	<p><u>Training Fee Allowed</u> \$85 / Hour for services that go beyond normal commercial delivery and set-up services only. Charge must be itemized and included on quote (prior to PO being issued) otherwise fee may not be charged.</p> <p><u>Attachments / Accessories Fee Allowed</u> \$85 / Hour may be charged to the agency for the installment of attachments and accessories in lieu of the additional set-up allowances (using published MST hours) per the dealer reimbursement schedule. If you opt to charge the agency, the charge must be included on quote (prior to PO being issued) otherwise it may not be charged to the agency.</p>										
Financing	<p>State agencies - Not allowed on this contract.</p> <p>Non-state agencies - Allowed if their rules and regulations allow.</p>										
Leasing	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 border="1"> <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>	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%										
Non-contract (Deere)	Allowed.										
Rental	Not allowed on this contract.										

Substitution	John Deere must seek written approval from the state prior to substituting.
Trade-in	<p>Allowed subject to the following terms and conditions:</p> <p>State Agencies: Must be in accordance with Part II Chapter 16 of the Commonwealth's Procurement Handbook. The agency must contact the DGS Surplus Property Office (717-787-4085) for approval and regarding any questions. Once approved, submit a separate purchase order for the trade-in equipment along with the DGS approval document to the GNS Department.</p> <p>COSTARS Members: Trade-in's are governed by the agencies own rules and regulations.</p> <p>Items must be clearly labeled on the purchase order or quote as Trade-In. The agency and the dealer determine the trade-in value.</p>
Demo	Permitted if product is new, unsold, qualifies for full warranty coverage and customer agrees to accept the demo unit. A price reduction (amount determined by the Government Business Manager) is required.
Miscellaneous	<p>Attachments may be sold separately as long as they fit a unit that is on contract.</p> <p>Extended warranties may be purchased in accordance with the published normal commercial warranty rate schedule and may be included on the PO.</p>
Delivery Obligations	See Special Delivery Obligations above.
Payment Remittance Information	<p>Remit to Address: Deere & Company Ag & Turf CBD & Government Sales 21748 Network Place Chicago, IL 60673-1217</p>

Price Structure

Price Page Tabs	Product Descriptions	Discounts off MSRP	Price Page Date
L25	Lawn Tractors (X300s only) & Equipment	19%	13Nov17
L30	Garden Tractors & Equipment	19%	07Nov17
L35	Equipment for Lawn & Garden Tractors	19%	06Nov17
C10	Commercial Walk-Behind Mowers & Equipment	14%	01Nov17
C13	Commercial Zero-Turn-Radius Mowers & Equipment	24%	01Nov17
C15	Commercial Front Mowers & Equipment	24%	01Nov17
C18	Commercial Wide Area Mowers & Equipment	24%	13Nov17
C20	Compact Utility Tractors & Equipment	18%	01Nov17
C21	Equipment for Commercial Mowing Products	24%	01Nov17
C25	Equipment for Compact Utility Tractors	18%	01Nov17
C40	Mid Duty Crossover Utility Vehicles & Equipment	17%	21Dec17
C41	Heavy-Duty Crossover Utility Vehicles & Equipment	17%	16Jan18
C42	Traditional Utility Vehicles & Equipment	17%	01Nov17
C47	HPX Utility Vehicles & Equipment	17%	01Nov17
C48	Equipment for Utility Vehicles	17%	09Apr18
G10	Reel Mowers & Equipment	23%	01Nov17

G15	Special Application Mowers & Equipment	23%	01Nov17
G20	Special Application Vehicles & Equipment	23%	13Nov17
G25	Aeration & Equipment	23%	01Nov17
G30	Debris Maintenance & Equipment	23%	01Nov17
A2	Tractors 5000 Series 6000 - 9000 Series	19% 24%	13Nov17
A3	Combines	24%	01Nov17
A5	Hay & Forage	24%	01Nov17
A6	Tillage	24%	01Nov17
A7	Drills/Air Seeder/Planters	24%	13Nov17
A8	Sprayers	24%	13Nov17
A9	Implements & Equipment	24%	01Nov17
A10	Ag Management Solutions	5%	08Nov17

Contract updates

September 12, 2018 – Extended contract through December 31, 2018.

August 2, 2018 – Added Price Tab C48 to the contract. Effective 10Jul2018.

July 12, 2018 – Updated manual verbiage.

January 25, 2018 - Updated price page section C41 and added non-contract Deere equipment and non-contract equipment back to the contract.

December 4, 2017 - Updated price pages and changed non-contract Deere equipment and non-contract equipment to not allowed.

October 11, 2017 - Extended contract through September 30, 2018.

September 15, 2017 - Updated Utility Vehicles price pages.

05May17 - Updated price pages.

06Sep16 - Changed contract end date from 30Sep16 to 30Sep17. No other changes made.

08Aug16 - Updated All Price Pages

15Apr16 - Updated All Price Pages

08Jan16 - Updated All Price Pages

07Oct15 - Added 6105E, 6120E, 6135E models

01Sep15 - Contract renewed through September 30, 2016. No other update at this time.

29Jun15 - Updated All Price Pages

23Feb15 - Updated All Price Pages

12Sep14 - Updated A7 Planters only

26Aug14 - Updated A8 Sprayers only

17Jul14 - Updated C15 Front Mount Mowers only

06May14 - Updated Golf & Turf Price Pages

05May14 - Updated All Price Pages excluding Golf & Turf (Golf & Turf has been submitted and pending approval).

18Nov13 - Credit Card limit increased from \$5,000 to \$10,000.