

## GENERAL SERVICES ADMINISTRATION (GSA) - LAWN & GARDEN AND COMMERCIAL

<b>Contract Number:</b>	GS-06F-0083S
<b>Contract Period:</b>	June 6, 2016 - June 5, 2021
<b>Eligibility:</b>	<p>Federal agencies.</p> <p>John Deere sells products directly to local, state and federal government agencies or via our authorized dealer network. Due to the customer and product support requirements for John Deere products, John Deere does not sell to unauthorized third-party resellers. Additionally, John Deere's authorized dealers are not permitted to sell to resellers.</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](#). 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	<p>No IFF. John Deere Government Sales no longer require the Industrial Funding Fee (IFF) to be included on the GSA quotes.</p> <p>Add the <b>state fees</b> shown below as a separate line item.</p> <p><b><u>State Fees:</u></b></p> <ul style="list-style-type: none"> <li>California Tire Fee                      All Motorized Vehicles                      \$1.75 per New Tire (Bunker Rakes, Mowers, CUT &amp; Ag Tractors, Utility Vehicles and ProGators)</li> </ul>

	<ul style="list-style-type: none"> <li> <table border="0" data-bbox="310 233 1438 300"> <tr> <td>Louisiana Waste Tire Fee</td> <td>CUTS and Ag Tractors Utility Vehicles (including ProGators)</td> <td>\$10.00 per New Tire \$2.25 per New Tire</td> </tr> </table> </li> <li> <table border="0" data-bbox="310 359 1422 390"> <tr> <td>Mississippi ATV Trauma Fee</td> <td>Utility Vehicles (including ProGators)</td> <td>\$50.00 per Vehicle</td> </tr> </table> </li> </ul> <p>Fees must be clearly labeled on the purchase order or quote.</p>	Louisiana Waste Tire Fee	CUTS and Ag Tractors Utility Vehicles (including ProGators)	\$10.00 per New Tire \$2.25 per New Tire	Mississippi ATV Trauma Fee	Utility Vehicles (including ProGators)	\$50.00 per Vehicle
Louisiana Waste Tire Fee	CUTS and Ag Tractors Utility Vehicles (including ProGators)	\$10.00 per New Tire \$2.25 per New Tire					
Mississippi ATV Trauma Fee	Utility Vehicles (including ProGators)	\$50.00 per Vehicle					
Financing	No financing or leasing allowed.						
Machine Hours	The contract warrants only the sales of new Agriculture, Turf and Utility Equipment. Due to factory delivery, pre-delivery inspection, machine setup and installation of attachments, machines can have up to five hours.						
Manuals	An operator's manual is included with the delivery of the equipment at no charge.						
Miscellaneous	<p><a href="#">GSA Advantage</a></p> <p><a href="#">GSA Disaster Recovery Purchasing Program</a></p> <p><a href="#">GSA Eligibility</a></p> <p>Attachments for Field Conversion (bundles) 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 separately or Field Conversion (bundles) must contact their local John Deere Dealer or purchase from John Deere as Open Market.</p>						
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> <p>3-4 units – 1%  5-6 units – 2%  7-8 units – 3%  9 units or more – 4%</p> <p>Sales of 3 or more like self-propelled products sold on 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. Compatible implements sold with such products also qualify for the multi-unit discount, but do not count as a unit.</p> <p><b>US Fish &amp; Wildlife Discounts in lieu of MUD:</b></p> <ul style="list-style-type: none"> <li>US Fish &amp; Wildlife customers only, add the additional discount as a <b>Miscellaneous Additional</b> Discount in JDQ2</li> <li>1 unit or more – 4% Tractors, Implements and Attachments</li> <li>1 unit or more – 5% Commercial Mowing Products</li> </ul>						

<p>Open Market John Deere Equipment (listed in the price book)</p>	<p><b>Allowed.</b> Open-Market items are implements, attachments, accessories, parts and bundles that are not currently on contract, but are requested by the customer can be sold as Open Market.</p> <p><b>Allowed.</b> Frontier products that are not currently on contract, but are requested by the customer can be sold with a discount as Open Market using the Miscellaneous Lawn &amp; Garden Federal Contract.</p> <p>Items must be clearly labeled on the purchase order as Open Market.</p>
<p>Open Market by Dealer (not listed in the price book)</p>	<p><b>Allowed.</b> Open-Market items <b>not available from John Deere but offered by the delivering Dealer</b> 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>
<p>Payment and Remittance</p>	<p>Credit card payments allowed.</p> <p>Remit to Address: Deere &amp; Company Ag &amp; Turf CBD &amp; Government Sales 21748 Network Place Chicago, IL 60673-1217</p>
<p>Substitution</p>	<p>Government Sales must contact GSA for approval.</p>
<p>Trade-In</p>	<p><b>Allowed.</b> Items must be clearly labeled on the purchase order or quote as Trade-In. The agency and the dealer will determine the trade-in value.</p>

## Price Structure

Attachments for Field Conversion (bundles) 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 separately or Field Conversion (bundles) must contact their local John Deere Dealer or purchase from John Deere as Open Market.

Price Page Tabs	Product Descriptions	Discount off MSRP	Price Page Dates
L25	Lawn Tractors (X300s only) & Equipment  (temporary discount through 31Dec20)	24%	<a href="#">12Nov18</a>
L30	Garden Tractors & Equipment	25%	<a href="#">12Nov18</a>

L35	Equipment for Lawn & Garden Tractors	25%	<a href="#">01Nov18</a>
C10	Commercial Walk-Behind Mowers & Equipment	28%	<a href="#">01Nov18</a>
C13	Commercial Zero-Turn-Radius Mowers & Equipment	28%	<a href="#">12Nov18</a>
C15	Commercial Front Mowers & Equipment	28%	<a href="#">01Nov18</a>
C18	Commercial Wide Area Mowers & Equipment	28%	<a href="#">01Nov18</a>
C20	Compact Utility Tractors & Equipment (temporary discount through 31Dec20)	25%	<a href="#">01Nov18</a>
C21	Equipment for Commercial Mowing Product	28%	<a href="#">01Nov18</a>
C25	Equipment for Compact Utility Tractors	25%	<a href="#">12Nov18</a>
G10	Reel Mowers & Equipment	28%	<a href="#">12Nov18</a>
G15	Special Application Mowers & Equipment	28%	<a href="#">02Nov18</a>
G20	Special Application Vehicles & Equipment (TX Turf & ProGators - 26%) (Bunker Rake – 28%)		<a href="#">01Nov18</a>
G25	Aeration & Equipment	28%	<a href="#">01Nov18</a>
G30	Debris Maintenance & Equipment	28%	<a href="#">01Nov18</a>
G35	Fleet Management	15 %	<a href="#">01Nov18</a>

## **Contract updates**

January 2, 2020 – Updated the IFF verbiage.

December 10, 2019 – Added US Fish & Wildlife discounts.

July 31, 2019 – Added discount for Frontier equipment.

February 26, 2019 – Changed the LA UV Tire Fee from \$2.00 to \$2.25.

February 20, 2019 – Updated state fee verbiage.

February 1, 2019 – Updated all price pages and increased Golf & Turf discounts from 26% to 28%.

January 15, 2019 – Increased L25 discount from 20% to 24% and C20 discount from 20% to 25% through December 31, 2020.