

GENERAL SERVICES ADMINISTRATION (GSA) - UTILITY VEHICLES

Contract Number:	GS-07F-9670S
Contract Period:	June 1, 2012 - August 31, 2021
Eligibility:	Federal agencies. 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.

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	No IFF. John Deere Government Sales no longer require the Industrial Funding Fee (IFF) to be included on the GSA quotes. Add the state fees shown below as a separate line item. <u>State Fees:</u> • California Tire Fee Motorized Equipment \$1.75 per New Tire (Bunker Rake, Mowers, Tractors, Utility Vehicles, ProGators)

	<ul style="list-style-type: none"> <li data-bbox="337 262 1458 325"> <table style="border: none; width: 100%;"> <tr> <td style="width: 45%;">• Louisiana Waste Tire Fee</td> <td style="width: 30%;">CUTS & Ag Tractors Utility Vehicles & ProGators</td> <td style="width: 25%;">\$10.00 per New Tire \$2.25 per New Tire</td> </tr> </table> <li data-bbox="337 359 1458 390"> <table style="border: none; width: 100%;"> <tr> <td style="width: 45%;">• Mississippi ATV Trauma Fee</td> <td style="width: 30%;">Utility Vehicles & ProGators</td> <td style="width: 25%;">\$50.00 per Vehicle</td> </tr> </table> <p data-bbox="337 422 989 453">Fees must be clearly labeled on the quote or purchase order.</p>	• Louisiana Waste Tire Fee	CUTS & Ag Tractors Utility Vehicles & ProGators	\$10.00 per New Tire \$2.25 per New Tire	• Mississippi ATV Trauma Fee	Utility Vehicles & ProGators	\$50.00 per Vehicle
• Louisiana Waste Tire Fee	CUTS & Ag Tractors Utility Vehicles & ProGators	\$10.00 per New Tire \$2.25 per New Tire					
• Mississippi ATV Trauma Fee	Utility Vehicles & 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 data-bbox="337 844 505 875">GSA Advantage</p> <p data-bbox="337 909 805 940">GSA Disaster Recovery Purchasing Program</p> <p data-bbox="337 974 488 1005">GSA Eligibility</p> <p data-bbox="337 1039 1490 1163">Attachments for Field Conversion 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 for Field Conversion must contact their local John Deere Dealer or purchase from John Deere as Open Market.</p>						
Multiple Unit Discount	<p data-bbox="337 1228 1490 1291">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> <ul style="list-style-type: none"> <li data-bbox="337 1325 493 1356">3-4 units – 1% <li data-bbox="337 1356 493 1388">5-6 units – 2% <li data-bbox="337 1388 493 1419">7-8 units – 3% <li data-bbox="337 1419 558 1451">9 units or more – 4% <p data-bbox="337 1518 1490 1610">Sales of 3 or more like self-propelled products sold on the same purchase order are eligible for the multi-unit discount (excluding the M-Gator A1). Compatible implements sold with such products also qualify for the multi-unit discount, but do not count as a unit.</p> <p data-bbox="337 1677 829 1709">US Fish & Wildlife Discounts in lieu of MUD:</p> <ul style="list-style-type: none"> <li data-bbox="384 1743 1442 1806">• US Fish & Wildlife customers only, add the additional discount as a Miscellaneous Additional Discount in JDO2 <li data-bbox="384 1806 891 1837">• 1 unit or more – 4% (Excludes M-Gator A1) 						

<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 can be sold as Open Market.</p> <p>Allowed. Frontier products that are not currently on contract, but are requested by the customer can be sold with a discount as Open Market using with Miscellaneous Utility Vehicle 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>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>
<p>Payment and Remittance</p>	<p>Credit card payments allowed.</p> <p>Remit to Address: Deere & Company Ag & Turf CBD & 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>Allowed. 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>

Price Structure

Attachments for Field Conversion 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 for Field Conversion 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
C39	High Performance Utility Vehicles & Equipment	18%	01Nov18
C40	Mid-Size Crossover Utility Vehicles & Equipment	18%	06Mar19
C41	Heavy-Duty Crossover Utility Vehicles & Equipment	18%	11Mar19

C42	Traditional Utility Vehicles & Equipment	18%	04Mar19
	TS Gator	18%	
	TE Gator (Temporary discount through 31Dec20)	25%	
C45	Military Utility Vehicle (A1) & Equipment	25%	04Mar19
C47	HPX Utility Vehicles & Equipment	18%	19Mar19
C48	Equipment for Utility Vehicles	18%	04Mar19
New Utility Vehicles	Quote new Utility Vehicles not on contract as Open Market (Misc. Federal)	18%	Current List Price (no IFF)

Contract updates

February – Extended the TE Gator temporary discount through 31Dec20.

January 2, 2020 – Updated the IFF verbiage.

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

July 31, 2019 – Added discount for Frontier equipment.

May 8, 2019 – Updated price pages.

February 20, 2019 – Updated state fee verbiage.