

FLORIDA - Agriculture & Lawn Equipment

Contract Number:	21100000-15-1
Contract Period:	September 1, 2015 - June 30, 2020
Eligibility:	All governmental agencies, which have a physical presence within the State of Florida. "Governmental agency" means: (a) The United States or any department, commission, agency, or other instrumentality thereof. (b) This state or any department, commission, agency, or other instrumentality thereof. (c) Any local government, as defined in this section, or any department, commission, agency, or other instrumentality thereof. (d) Any school board or other special district, authority, or governmental entity. Any independent, non-profit college or university that is located within the State of Florida and is accredited by the Southern Association of Colleges and Schools.

Quotes and Purchase Orders:

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

Quotes	<p>When quoting equipment for this contract, the State of Florida mandates use of the contract historical price pages that are posted below. Current pricing cannot be quoted even if it is lower.</p> <p>Quotes are valid for 30 days from the creation date of the quote OR until the contract expires, whichever occurs first. All quotes created in JDQ2 have creation and expiration dates on the upper right hand corner of the first quote page for your convenience.</p>
Mandatory Price Quote Form	<p>State Agencies ONLY - The State of Florida has mandated that their Price Quote Form must be filled out prior to an agency issuing a PO. This form can be found by accessing the link above or going to the Florida website for Agriculture and Lawn Equipment Contract Number 21100000-15-1. Both the Price Quote Form and the Order Acknowledgement Form are on the Florida website under FORMS AND OTHER INFORMATION.</p>
Instructions for completing Price Quote Form and Vendor Acknowledgement Form	<p>Instructions and Sample Price Quote Form</p>

Mandatory Acknowledgement of Order Form	State Agencies ONLY - If the agency's Purchase Order cannot be fulfilled (i.e. discontinued equipment), John Deere is mandated by the State of Florida to notify the agency and submit an Acknowledgement of Order Form directly to the agency within fourteen (14) calendar days of the Purchase Order date. The Government Sales Order Processing Center will submit the form to the agency.
Allied – Non-John Deere Equipment	Allowed as long as the Allied equipment is compatible with the contract equipment being purchased. <u>Items must be clearly labeled on the purchase order or quote as Allied.</u>
Credit Cards	Allowed.
Demo	Not allowed on this contract.
Fees	No fees may be charged.
Financing	Not allowed on this contract.
Leasing	Allowed for local governments or non-state agencies if permitted by their own procurement policies and procedures.
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 the same purchase order are eligible for the Multiple 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 Multiple Unit Discount, but do not count as a unit.</p> <p>Frontier Equipment is excluded from the Multiple Unit Discount.</p>
Non-Contract – John Deere Equipment	Allowed as long as the non-contract John Deere equipment is compatible with the contract equipment being purchased. <u>Items must be clearly labeled on the purchase order or quote as Non-contract.</u> Non-contract John Deere equipment includes implements, attachments, accessories, bundles, Frontier and Order Zone items requested by the customer to complete the equipment purchase.

Rental	Not allowed on this contract.
Special Delivery Obligations	<p>Transportation and Delivery</p> <ol style="list-style-type: none"> 1. Equipment not in stock or unavailable from manufacturer at time of order must be delivered within one hundred eighty (180) calendar days after receipt of order. 2. Equipment in stock must be delivered within fourteen (14) calendar days after receipt of order or the Equipment from the Manufacturer, with one exception – Equipment requiring post-Manufacturer Dealer installed OEM Options, Accessories, & Implements shall be delivered within thirty (30) calendar days after receipt of the Equipment from the Manufacturer(s). <p>The Contractor shall give the agency a minimum of twenty-four (24) hour notice prior to delivery. Deliveries shall be received as stipulated by the agency.</p> <p>All self-propelled operator occupied Equipment delivered by the Dealer to the agency shall contain no less than one-quarter (1/4) tank of fuel as indicated by the fuel gauge at the time of delivery. At the agency's option, Equipment with less than one-quarter (1/4) tank of fuel at delivery may be rejected or \$3.00 per gallon or gallon equivalent up to one-quarter of the Equipment's fuel tank capacity may be deducted from the invoice and payment.</p> <p>The Dealer shall perform the standard Manufacturer's pre-delivery inspection, and is responsible for delivering an awarded Equipment that is properly serviced, clean, and in first class operating condition. Pre-delivery service, at a minimum, shall include the following:</p> <ol style="list-style-type: none"> 1. Complete lubrication of operating chassis, engine, and mechanisms with Manufacturer's recommended grades of lubricants; 2. Check / Fill all fluid levels to assure proper fill; 3. Adjust engine(s) to proper operating condition(s); 4. Inflate tires to proper pressure; 5. Check to assure proper operation of all accessories, gauges, lights, and mechanical and hydraulic features; 6. Clean equipment, if necessary, and remove all unnecessary tags, stickers, papers, etc.; 7. Assure that the awarded Equipment is completely assembled (unless otherwise noted in the following sub-section) including Base Equipment and OEM Options, Accessories, & Implements, thoroughly tested, and ready for immediate operation upon delivery; and

8. Where applicable, packaged to insure safe delivery to the destination. Each package shall be marked to include the name of the Contractor, the State Term Contract number, Purchase Order number, and brief description of the contents.

All Equipment shall be delivered with each of the following applicable documents completed and included:

1. Copy of the Manufacturer's pre-delivery inspection form, which meets or exceeds the requirement herein;
2. Copy of ordering Agency's Purchase Order;
3. Copy of the applicable Manufacturer(s)'s specification(s);
4. Copy of the Manufacturer's invoice(s) (prices may be deleted or obscured) for each Equipment, including individual Base Equipment and OEM Options, Accessories, & Implements, in the shipment;
5. Manufacturer's Window Sticker(s), if applicable;
6. Manufacturer's Certificate of Origin, if applicable;
7. Manufacturer's Operator Manual, and (if not included in the operator manual) one (1) each of the Manufacturer's lubrication and maintenance instructions;
8. Copy of the Manufacturer's Standard Warranty Certifications;
9. Sales Tax Exemption Form, if applicable;
10. Temporary Tag and twenty (20) day Extension Tag, if applicable; and
11. DHSMV82040, Application for Certificate of Title and/or Vehicle Registration, if applicable.

Deliveries that do not include the above applicable forms and publications, or that have forms that have been altered, or are not properly completed, may be refused! Repeated failures by the Contractor to include the above properly completed forms and publications, or that have submitted altered forms, to the ordering Agency may be cause for default proceedings and / or Contract termination

These Transportation and Delivery requirements, terms, and conditions also apply to the re-delivery of awarded Equipment that was previously rejected upon initial delivery.

Substitutions

If a model listed on the historical price pages is no longer orderable, the state will allow a current model to be quoted using current prices if the following criteria are met:

1. The old model is no longer available from the factory
2. The new model is comparable and meets or exceeds the previous model and is acceptable to the buyer

	<ol style="list-style-type: none"> 3. The current Manufacturer's Suggested Retail Price (MSRP) can be verified on the John Deere Web site... www.Johndeere.com using the "Build Your Own" link. 4. The category contract discount must be given on the new model.
Trade-ins	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.
Miscellaneous	None.
Payment Remittance Information	Remit to Address: Deere & Company Ag & Turf CBD & Government Sales 21748 Network Place Chicago, IL 60673-1217

Price Structure

Price Book Tabs	Product Descriptions	Discounts off MSRP	Price Page Dates
L25	Lawn Tractors (X300 Series) Sub Group 9	16%	20Apr15
L30	Garden Tractors (X500 and X700 Series) Sub Group 10	16%	13Apr15
L35	Equipment for Lawn & Garden Tractors Sub Group 10	16%	13Apr15
C10	Commercial Walk Behind Mowers Sub Group 6 & 7	21%	30Mar15
C13	Commercial Ztrak Mowers	21%	11May15

Sub Groups 8,13,14,15

C15	Commercial Front Mowers Sub Group 12	21%	20Apr15
C18	Wide Area Mowers Sub Group 16	21%	17Mar15
C20	Compact Utility Tractors-Less Than 40HP-Models: 1023E, 1025R, 2032R, 3032E, 3038E ONLY Compact Utility Tractors-Less Than 40HP-Models: 2025R, 3033R, 3039R ONLY Sub Group 19	16% 16%	11May15 02Jul18
C20/A2	Compact Utility Tractors-Greater Than or Equal to 40HP but Less than 75HP-Models: 3046R, 4044M, 4052M, 4066M, 4044R, 4052R, 4066R ONLY Utility Tractors-Greater Than or Equal to 40HP but Less than 75HP-Models: 5045E ONLY Utility Tractors-Greater Than or Equal to 40HP but Less than 75HP-Models: 5055E, 5065E ONLY Sub Group 20	16% 16% 16%	02Jul18 18Jul18 11May15
C25	Equipment for Compact Utility Tractors Sub Group 19 & 20	16%	11May15
G10	Reel Mowers & Equipment Sub Group 31	22%	27Apr15
G15	Special Application Mowers & Equipment Sub Group 32	22%	17Mar15
G20	Special Application Vehicles & Equipment Sub Group 30	22%	16Mar15

G25	Aeration & Equipment Sub Group 34	22%	17Mar15
G30	Debris Maintenance & Equipment Sub Group 35	22%	17Mar15
C39	Recreational Utility Vehicles & Equipment RSX860E and RSX860M Sub Group 2	12% 12%	16Mar15 01Nov17
C40	Mid Duty Crossover Utility Vehicles & Equipment Sub Group 2	12%	13Apr15
C41	Heavy-Duty Crossover Utility Vehicles & Equipment XUV855E Sub Group 2	12% 12%	20Apr15 09Feb18
C42	Traditional Utility Vehicles & Equipment-Models: TE Gator ONLY Traditional Utility Vehicles & Equipment-Models: Excludes TE Gator Sub Group 3	12% 12%	20Apr15 21May18
C47	HPX Utility Vehicles & Equipment Sub Group 3	12%	20Apr15
A2	Utility Tractors-Greater Than or Equal to 75HP but Less Than 110HP-Models: 5000 Series (Excludes 5045E,5055E, 5065E and 5115M) Utility Tractors-Greater Than or Equal to 75HP but Less Than 110HP-Models: 5100E ONLY Utility Tractors-Greater Than or Equal to 75HP but Less Than 110HP-Models: 6105E ONLY Sub Group 21	18% 18% 18%	11May15 18Jul18 25Sep15

A2	Ag Tractors-Greater Than or Equal to 110HP but Less Than or Equal to 145HP- Models: 5115M ONLY	23%	18Jul18
	Ag Tractors-Greater Than or Equal to 110HP but Less Than or Equal to 145HP	23%	11May15
	Ag Tractors-Greater Than or Equal to 110HP but Less Than or Equal to 145HP- Models: 6120E, 6135E ONLY	23%	25Sep15
	Sub Group 22		
A2	Ag Tractors-Greater Than 140HP but Less Than 260HP	23%	11May15
	Sub Group 23		
A2	Ag Tractors-Greater Than or Equal to 260HP but Less Than 370HP	23%	11May15
	Sub Group 24		
A9	Implements and Equipment	23%	04May15
	Sub Group 22,23,24		

Contract Updates

October 16, 2018 – Updated Allied Non-John Deere Equipment verbiage.

September 5, 2018 – Received approval from the State to update product and pricing to only some models. New Price Page links were added.

July 19, 2018 – Updated Non-Contract John Deere Equipment verbiage.

June 15, 2018 – Added model substitution requirements.

March 9, 2018 - Added the XUV855E (9Feb18 price pgs) to the contract.

January 4, 2018 - Added the RSX860E and RSX860M.

June 30, 2017 - Extended contract.

February 16, 2017 - Updated the verbiage for the Mandatory Acknowledgement of Order Form.

February 25, 2016 - Added new instructions for Price Quote Form.

February 10, 2016 - Approval received by the state to allow non-contract equipment.

October 23, 2015 - Added 6105E, 6120E and 6135E, removed 5075M, 5085M, 5100M, A5, A6, A7, Frontier which are not on contract. Added language for the Price Quote Form and the Acknowledgement of Order Form.

September 18, 2015 - Changed discount on 5000M's from 23% to 18%.

September 9, 2015 - Rearranged price page tabs for 5000E's and 5000M's.