

FLORIDA - Agriculture and Lawn Equipment

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| Contract Number: | 25101900-21-STC |
| Contract Period: | January 1, 2021 - December 31, 2023 |
| Eligibility: | All governmental agencies, which have a physical presence within the State of Florida. State Universities and Colleges. Political Subdivisions including counties, cities, towns, villages and districts. Any school district. 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:

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

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| 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 receipt of 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 Dealer shall give the agency a minimum of one Business Day notice prior to delivery. Equipment shall be delivered 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</p> |
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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.

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:

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.

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| Fees | None. |
| Financing | Not Allowed. |
| Machine Hours | 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. |
| Manuals | An operator’s manual is included with the delivery of the equipment at no charge. |
| Miscellaneous – Price Quote Form and Acknowledgement of Order 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 25101900-21-STC. Both the Price Quote Form and the Order Acknowledgement Form are on the Florida website under FORMS.</p> <p>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.</p> |

| <p>Instructions for Completing Price Quote Form and Acknowledgement of Order Form</p> | <p>Instructions and Sample Price Quote Form</p> | | | | | | | | | | |
|---|--|----------|---------------------|-----|----|-----|----|-----|----|-----------------|----|
| <p>Multiple Unit Discount</p> | <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="396 667 1153 835"> <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> | 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% | | | | | | | | | | |
| <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 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>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>Substitutions</p> | <p>Government Sales must contact the state 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 will determine the trade-in value.</p> | | | | | | | | | | |

Price Structure

| Price Book Tabs | Product Descriptions | Discounts off MSRP | Price Page Dates |
|-----------------|--|--------------------|-------------------------|
| L25 | Lawn Tractors (X300 Series) Group 6 – Sub Group A, B & C | 17% | 18Nov20 |
| L30 | Garden Tractors (X500 and X700 Series) Group 6 – Sub Group A, B & C | 17% | 02Nov20 |
| L35 | Equipment for Lawn & Garden Tractors Group 6 – Sub Group A, B & C | 17% | 02Nov20 |
| C10 | Commercial Walk Behind Mowers Group 4 – Sub Group A & B | 22% | 02Nov20 |
| C13 | Commercial Stand-On Mowers Group 5 | 22% | 14Dec20 |
| C13 | Commercial Ztrak Mowers Group 8 – Sub Group A, B & C | 22% | 14Dec20 |
| C15 | Commercial Front Mowers Group 7 | 22% | 07Dec20 |
| C18 | Commercial Wide Area Mowers Group 9 | 22% | 02Nov20 |

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| C20 | Compact Utility Tractors-Less Than 40HP-Models: 1023E, 1025R, 2025R, 2032R, 2038R, 3025D, 3035D, 3043D, 3025E 3032E, 3038E, 3033R, 3039R ONLY | 17% | 02Nov20 |
| | Group 11 | | |
| C21 | Equipment for Commercial Mowing Products | 22% | 02Nov20 |
| | Group 8 | | |
| C25 | Equipment for Compact Utility Tractors | 17% | 02Nov20 |
| | Group 11 | | |
| C40 | Mid-Size Crossover Utility Vehicles & Equipment | 13% | 02Nov20 |
| | Group 2 – Sub Group A | | |
| C41 | Full-Size Crossover Utility Vehicles & Equipment | 13% | 06Nov20 |
| | Group 2 – Sub Group A | | |
| C42 | Traditional Utility Vehicles & Equipment | 16% | 04Dec20 |
| | Group 2 – Sub Group B | | |
| C47 | HPX Utility Vehicles & Equipment | 13% | 06Nov20 |
| | Group 2 – Sub Group A | | |
| C48 | Utility Vehicles & Equipment | 13% | 16Dec20 |
| | Group 2 | | |
| G10 | Reel Mowers & Equipment | 23% | 14Dec20 |
| | Group 17 – Sub Group A, B & C | | |
| G15 | Special Application Mowers & Equipment | 23% | 30Nov20 |
| | Group 17 – Sub Group C | | |

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| G20 | Special Application Vehicles & Equipment Group 16 – Sub Group B & Group 18 – Sub Group B | 23% | 04Dec20 |
| G25 | Aeration & Equipment Group 18 – Sub Group A | 23% | 18Nov20 |
| G30 | Debris Maintenance & Equipment Group 18 – Sub Group A | 23% | 02Nov20 |
| C20/A2 | Compact Utility Tractors-Greater Than or Equal to 40HP but Less Than 75HP-Models: 3046R, 4044M, 4052M, 4066M, 4052M, 4066M, 4044R, 4052R, 4066R ONLY | 15% | 02Nov20 |
| | Utility Tractors-Greater Than or Equal to 40HP but Less Than 75HP-Models: 5045E, 5055E, 5065E ONLY Group 12 – Sub Group A | 15% | 09Dec20 |
| A2 | Utility Tractors-Greater Than or Equal to 75HP but Less Than 110HP-Models: 5000 Series (Excludes 5045E, 5055E and 5065E) Group 12 – Sub Group B | 18% | 09Dec20 |
| A2 | Utility Tractors-Greater Than or Equal to 110HP but Less Than or Equal to 145HP Group 12 – Sub Group C | 22% | 09Dec20 |
| A2 | Row Crop Tractors-Greater Than 140HP but Less Than 260HP Group 13 – Sub Group A | 23% | 09Dec20 |
| A2 | Row Crop Tractors-Greater Than or Equal to 260HP but Less Than 370HP Group 13 – Sub Group B | 23% | 09Dec20 |

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| A2 | Ag / Specialty Tractors Less Than 145HP Group 14 – Sub Group A | 20% | 09Dec20 |
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| A2 | Ag / Specialty Tractors Greater Than or Equal to 145HP but Less Than 370HP Group 14 – Sub Group B | 23% | 09Dec20 |
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| A9 | Implements and Equipment Group 12, 13 & 14 | 23% | 09Nov20 |
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The Following Price Book Tabs Are All Under Group 15

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| A3 | Combines | 17% | 18Nov20 |
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| A4 | Cotton | 17% | 02Nov20 |
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| A5 | Hay & Forage | 17% | 16Dec20 |
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| A6 | Tillage | 17% | 02Nov20 |
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| A7 | Planting & Seeding | 17% | 20Nov20 |
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| A8 | Sprayers | 17% | 16Nov20 |
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| A10 | Ag Management Solutions (AMS) | Same Discount As Tractor | 16Dec20 |
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| Frontier | Cotton | 17% | 02Nov20 |
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| Frontier | Cutting & Mowing | 17% | 02Nov20 |
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| Frontier | Hay & Forage | 17% | 02Nov20 |
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| Frontier | Landscaping | 17% | 02Nov20 |
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| Frontier | Livestock | 17% | 02Nov20 |
| Frontier | Material Handling | 17% | 20Nov20 |
| Frontier | Planting & Seeding | 17% | 02Nov20 |
| Frontier | Snow Equipment | 17% | 02Nov20 |
| Frontier | Sprayers | 17% | 02Nov20 |
| Frontier | Tillage | 17% | 02Nov20 |

Contract Updates