

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. Non-profit organizations. 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 allows discount off Current MSRP at time of quoting.
Upon customer request, must provide Price Pages to justify current MSRP.**

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> |
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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.

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 | Contract Amendment - Contract allows discount off Current MSRP at time of quoting. Upon customer request, dealer must provide Price Pages to justify current MSRP that shows on Quote and/or Price Quote Form. |

| <p>Miscellaneous – Price Quote Form and Acknowledgement of Order Form</p> | <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 Two Page 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 1104 1149 1272"> <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> <p>“Like self-propelled products” means 3 or more utility vehicles, 3 or more Ztraks, etc. The purchase of 1 utility vehicle and 2 Ztraks would not qualify for MUD because they are not “like” products.</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> | | | | | | | | | | |

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| Payment and Remittance | Credit card payments allowed. Remit to Address: Deere & Company Ag & Turf CBD & Government Sales 21748 Network Place Chicago, IL 60673-1217 |
| Substitutions | Government Sales must contact the state for approval. |
| Trade-In | 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. |

Price Structure

Dealers must review equipment discounts in JDQuote2.

Manual discount adjustments may be required if correct discount does not populate in JDQuote2.

| <u>Product Description</u> | <u>Discount off MSRP</u> | <u>Price Page Date</u> |
|---|--------------------------|------------------------|
| Lawn Tractors (X300 Series) - Group 6 – Sub-Group A, B & C | 17% | Current |
| Garden Tractors (X500 and X700 Series) - Group 6 – Sub-Group A, B & C | 17% | Current |
| Equipment for Lawn & Garden Tractors - Group 6 – Sub-Group A, B & C | 17% | Current |
| Commercial Walk Behind Mowers - Group 4 – Sub-Group A & B | 22% | Current |
| Commercial Stand-On Mowers - Group 5 | 22% | Current |
| Commercial Zero Turn Mowers - Group 8 – Sub-Group A, B & C | 22% | Current |
| Commercial Front Mowers - Group 7 | 22% | Current |

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| Commercial Wide Area Mowers - Group 9 | 22% | Current |
| Equipment for Commercial Mowing Products - Group 7, 8 & 9 | 22% | Current |
| Compact Utility Tractors-Less Than 40HP Group 11 (1023E, 1025R, 2025R, 2032R, 2038R, 3025D, 3035D, 3043D, 3025E 3032E, 3038E, 3033R, 3039R ONLY) | 17% | Current |
| Equipment for Compact Utility Tractors - Group 11 | 17% | Current |
| Mid-Size Crossover Utility Vehicles & Equipment - Group 2 – Sub-Group A | 13% | Current |
| Full-Size Crossover Utility Vehicles & Equipment - Group 2 – Sub-Group A | 13% | Current |
| Traditional Utility Vehicles & Equipment - Group 2 – Sub-Group B | 16% | Current |
| HPX Utility Vehicles & Equipment - Group 2 – Sub-Group A | 13% | Current |
| G&T – Reel Mowers - Group 17 – Sub-Group A, B & C | 23% | Current |
| G&T – Special Application Mowers - Group 17 – Sub-Group C | 23% | Current |
| G&T – Special Application Vehicles Group 16 – Sub-Group B & Group 18 – Sub-Group B | 23% | Current |
| G&T – Aercore - Group 18 – Sub-Group A | 23% | Current |
| G&T – Debris Maintenance - Group 18 – Sub-Group A | 23% | Current |
| Compact Utility Tractors-Greater Than or Equal to 40HP but Less Than 75HP Group 12 – Sub-Group A (3046R, 4044M, 4052M, 4066M, 4052M, 4066M, 4044R, 4052R, 4066R ONLY) | 15% | Current |
| Utility Tractors-Greater Than or Equal to 40HP but Less Than 75HP Group 12 – Sub-Group A | 15% | |

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| (5050E, 5060E, 5067E ONLY) | | |
| Utility Tractors-Greater Than or Equal to 75HP but Less Than 110HP 5000 Series - Group 12 – Sub-Group B (Excludes 5050E, 5060E and 5067E) | 18% | Current |
| Utility Tractors-Greater Than or Equal to 110HP but Less Than or Equal to 145HP Group 12 – Sub-Group C | 22% | Current |
| Row Crop Tractors-Greater Than 140HP but Less Than 260HP Group 13 – Sub-Group A | 23% | Current |
| Row Crop Tractors-Greater Than or Equal to 260HP but Less Than 370HP Group 13 – Sub-Group B | 23% | Current |
| Ag / Specialty Tractors Less Than 145HP - Group 14 – Sub-Group A | 20% | Current |
| Ag / Specialty Tractors Greater Than or Equal to 145HP but Less Than 370HP Group 14 – Sub-Group B | 23% | Current |
| Implements and Equipment - Group 12, 13 & 14 | 23% | Current |
| The Following Product Descriptions Are All Under Group 15 | | |
| Ag Equipment – Combine | 17% | Current |
| Ag Equipment – Cotton | 17% | Current |
| Ag Equipment – Hay and Forage | 17% | Current |
| Ag Equipment – Tillage | 17% | Current |
| Ag Equipment – Planting and Seeding | 17% | Current |
| Ag Equipment – Sprayers | 17% | Current |

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| Ag Equipment – Ag Management Solutions (AMS) | Same As Tractors Discount 4% If Purchased w/o Tractor | Current |
| Frontier Cotton | 17% | Current |
| Frontier Cutting & Mowing | 17% | Current |
| Frontier Hay & Forage | 17% | Current |
| Frontier Landscape | 17% | Current |
| Frontier Livestock | 17% | Current |
| Frontier Material Handling | 17% | Current |
| Frontier Planting & Seeding | 17% | Current |
| Frontier Snow Equipment | 17% | Current |
| Frontier Sprayers | 17% | Current |
| Frontier Tillage | 17% | Current |

Contract Updates

February 16, 2023 – Contract amended to allow discount off Current MSRP at time of quoting.

May 26, 2021 – Non-profit organizations are eligible to use the contract.