

IOWA - Construction, Agricultural and Ground Maintenance Equipment Contract

Contract Number:	MA17288B
Contract Period:	February 8, 2017 – February 7, 2020
Eligibility:	<p>This contract is extended to all state agencies and political subdivisions (counties, cities, schools, etc.) of Iowa. Iowa has also extended this contract to the states surrounding Iowa (IL, KS, MN, MO, NE, SD, WI). Private schools (K-12) and private universities are not considered political subdivisions and therefore, can't utilize this contract.</p> <p>Iowa state agencies are not allowed to use cooperative contracts (ex. BuyBoard, Sourcewell, HGAC, NPP) without the existence of a Participating Addendum (PA) with the State. Therefore, cooperative contracts may not be offered as an alternative contract without a PA. Iowa political subdivisions may use cooperative contracts if the contract allows it and the political subdivision's rules and guidelines allow it.</p>

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	Quotes are valid for 30 days from the creation date of the quote OR until the contract expires, <u>whichever occurs first</u> . All quotes created in JDQ2 have creation and expiration dates on the upper right hand corner of the first quote page for your convenience. lick here to enter text .
Allied - Non-John Deere Equipment	Not allowed on this contract.
Credit Cards	Allowed.
Demo	Not allowed on this contract.
Fees	An optional \$4 per loaded mile delivery charge is allowed. If charged, the fee must appear on the quote or PO. Use Google Maps to calculate the mileage.

Financing	Not allowed on this contract.										
Leasing	Not allowed on this contract.										
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> <table border="1"> <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>Sales of 3 or more like self-propelled products sold on the same purchase order are eligible for the multi-unit discount. Self-propelled products, with the exception of our utility vehicles, must be listed in the same tabbed price book section. Compatible implements sold with such products also qualify for the multi-unit discount, but do not count as a unit.</p> <p>Frontier Equipment is excluded from the Multiple Unit Discount.</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%										
Non-contract - John Deere Equipment	Not allowed on this contract.										
Rental	Not allowed on this contract.										
Special Delivery Obligations	None.										
Substitutions	Not allowed on this contract.										
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	State agencies and political subdivisions may use this contract to obtain repair services and routine maintenance services for equipment sold off this contract. <u>Dealers must use a labor rate of \$130 per hour for these services.</u> All other pricing (parts, fees, etc.) for these services will be determined by the dealer. The contract only guarantees the labor rate the dealer is allowed to charge. The agencies will be invoiced by the dealer and the agency will pay the dealer directly for these services.										

**Payment
Remittance
Information**

Remit to Address:
Deere & Company
Ag & Turf CBD & Government Sales
21748 Network Place
Chicago, IL 60673-1217

Price Structure

Price Page Tabs	Product Descriptions	Discounts off MSRP	Price Page Dates
L25	Lawn Tractors (X300s only) & Equipment	18%	21Dec18
L30	Garden Tractors & Equipment	18%	14Jan19
L35	Equipment for Lawn & Garden Tractors	18%	21Jan19
C10	Commercial Walk-Behind Mowers & Equipment	23%	01Nov18
C13	Commercial Zero-Turn Radius Mowers & Equipment	23%	17Dec18
C15	Commercial Front Mowers & Equipment	23%	17Dec18
C18	Commercial Wide Area Mowers & Equipment	23%	01Nov18
C20	Compact Utility Tractors & Equipment	18%	14Dec18
C21	Equipment for Commercial Mowing Products	23%	01Nov18
C25	Equipment for Compact Utility Tractors	18%	03Dec18
C39	Recreational Utility Vehicles & Equipment	13%	01Nov18
C40	Mid Duty Crossover Utility Vehicles & Equipment	13%	10Dec18
C41	Heavy-Duty Crossover Utility Vehicles & Equipment	13%	17Dec18

C42	Traditional Utility Vehicles & Equipment	16%	01Nov18
C47	HPX Utility Vehicles & Equipment	13%	17Dec18
C48	Equipment for Utility Vehicles	13%	01Nov18
G10	Reel Mowers & Equipment	24%	28Nov18
G15	Special Application Mowers & Equipment	24%	02Nov18
G20	Special Application Vehicles & Equipment	24%	17Dec18
G25	Aeration & Equipment	24%	26Nov18
G30	Debris Maintenance & Equipment	24%	01Nov18
G35	Fleet Management (Golf)	14%	01Nov18
A2	Agricultural Tractors: 5045E, 5055E, 5065E, 5075E	15%	18Dec18
A2	Agricultural Tractors: 5090EL, 5090E, 5100E	20%	18Dec18
A2	Agricultural Tractors: 5000Ms, Rs, GVs, GNs, MHs, MLs	23%	18Dec18
A2	Agricultural Tractors: 6000s and up	25%	18Dec18
A3	Combines & Equipment	22%	21Jan19
A5	Hay & Forage	22%	24Jan19
A6	Tillage & Equipment	22%	23Jan19

A7	Planting & Seeding & Equipment	22%	21Dec18
A8	Sprayers & Equipment	22%	17Dec18
A9	Implements & Equipment	25%	18Dec18
A10	Ag Management Solutions (AMS) & Equipment	5%	15Jan19
Frontier Equipment	Cotton	18%	01Nov18
	Cutting & Mowing	18%	07Jan19
	Hay & Forage	18%	03Dec18
	Landscaping	18%	07Jan19
	Livestock	18%	01Nov18
	Material Handling	18%	01Nov18
	Planting & Seeding	18%	07Jan19
	Snow	18%	07Jan19
	Tillage	18%	14Jan19
	Sprayers	18%	01Nov18

Contract Updates

February 8, 2019 – Changed contract number from MA17288A to MA17288B. Changed contract end date from 7Feb19 to 7Feb20. Pricing was updated on entire contract. Added 5090EL tractor to 20% discount category with the 5090E and 5100E.

August 31, 2018 – Added 06Aug18 price pages (Tab C41) for the XUV 835R ONLY. Removed the XUV 835R from the 16Jan18 price pages, which are still on contract.

July 12, 2018 – Added note to Eligibility section stating that state agencies can't use coop contracts without the existence of a Participating Addendum with the State.

February 8, 2018 - Changed contract end date from 7Feb18 to 7Feb19. Pricing was updated on entire contract.