

KANSAS - Landscaping / Lawn / Ag Equipment Contract

| | |
|-------------------------|---|
| Contract Number: | 44069 |
| Contract Period: | January 1, 2018 – December 31, 2020 |
| Eligibility: | This contract is extended to State Agencies and Political Subdivisions (City, County and School Districts) in Kansas. |

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 in the upper right hand corner of the first quote page for your convenience. |
| Allied (Non-John Deere Equipment) | Not allowed on this contract. |
| Credit Cards | Not allowed on this contract. |
| Demo | Not allowed on this contract. |
| Fees | No fees may be charged. |
| Financing | Not allowed on this contract. |
| Multiple Unit Discount | Multiple unit discounts are permitted. The contract discount plus the multiple unit discount equals the total discount. Discounts are based on the following schedule: |

| | <table> <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 | Agencies will receive an additional 2% discount off MSRP on Ag Tractors (Price Tab A2 only) if the agency picks up the tractor at the nearest dealer location instead of having it delivered. The quote or purchase order must show "customer pick-up" if the agency chooses to pick-up the tractor. | | | | | | | | | | |
| Substitutions | Allowed. | | | | | | | | | | |
| 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 | <p>John Deere Construction Equipment (skid steers, etc.) can be purchased off of Kansas Contract #39909. For more information regarding this contract please contact:</p> <p>Mark Deakyne DeakyneMarkR@JohnDeere.com Toll free: 800-319-3757</p> | | | | | | | | | | |
| | | | | | | | | | | | |
| | | | | | | | | | | | |
| | | | | | | | | | | | |

**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 | 18.5% | Current |
| L30 | Garden Tractors & Equipment | 18.5% | Current |
| L35 | Equipment for Lawn & Garden Tractors | 18.5% | Current |
| C10 | Commercial Walk-Behind Mowers & Equipment | 23.5% | Current |
| C13 | Commercial Zero-Turn-Radius Mowers & Equipment | 23.5% | Current |
| C15 | Commercial Front Mowers & Equipment | 23.5% | Current |
| C18 | Commercial Wide Area Mowers & Equipment | 23.5% | Current |
| C20 | Compact Utility Tractors & Equipment | 18.5% | Current |
| C21 | Equipment for Commercial Mowers | 23.5% | Current |
| C25 | Equipment for Compact Utility Tractors | 18.5% | Current |
| C39 | High Performance Utility Vehicles & Equipment | 13.5% | Current |
| C40 | Mid Duty Crossover Utility Vehicles & Equipment | 13.5% | Current |

| | | | |
|-----|---|-------|---------|
| C41 | Heavy-Duty Crossover Utility Vehicles & Equipment | 13.5% | Current |
| C42 | Traditional Utility Vehicles & Equipment | 16.5% | Current |
| C47 | HPX Utility Vehicles & Equipment | 13.5% | Current |
| C48 | Equipment for Utility Vehicles | 13.5% | Current |
| G10 | Reel Mowers & Equipment | 24.5% | Current |
| G15 | Special Application Mowers & Equipment | 24.5% | Current |
| G20 | Special Application Vehicles & Equipment | 24.5% | Current |
| G25 | Aeration & Equipment | 24.5% | Current |

| | | | |
|-----|--------------------------------|-------|---------|
| G30 | Debris Maintenance & Equipment | 24.5% | Current |
|-----|--------------------------------|-------|---------|

Agencies will receive an additional 2% discount off MSRP on Ag Tractors (Price Tab A2 only) if the agency picks up the tractor at the nearest dealer location instead of having it delivered. The quote or purchase order must show "customer pick-up" if the agency chooses to pick-up the tractor.

| Price Page Tabs | Product Descriptions | Discounts off MSRP | Price Page Dates |
|-----------------|---|--------------------|------------------|
| A2 | Tractors - 5045E, 5055E, 5065E, 5075E | 14.5% | Current |
| A2 | Tractors - 5085E, 5090EL, 5090E, 5100E | 19.5% | Current |
| A2 | Tractors - 5000Ms, Rs, GVs, GNs, MHs, MLs | 22.5% | Current |
| A2 | Tractors - 6000 - 9000 Series | 24.5% | Current |
| A3 | Combines | 22.5% | Current |

| | | | |
|----------|-------------------------------|-------|---------|
| A4 | Cotton | 22.5% | Current |
| A5 | Hay & Forage | 22.5% | Current |
| A6 | Tillage | 22.5% | Current |
| A7 | Planters, Drills & Air Seeder | 22.5% | Current |
| A8 | Sprayers | 22.5% | Current |
| A9 | Implements & Attachments | 24.5% | Current |
| A10 | Ag Management Solutions (AMS) | 4.5% | Current |
| Frontier | Cutting & Mowing | 18.5% | Current |
| Frontier | Material Handling | 18.5% | Current |
| Frontier | Landscaping | 18.5% | Current |
| Frontier | Planting & Seeding | 18.5% | Current |
| Frontier | Hay & Forage | 18.5% | Current |
| Frontier | Tillage | 18.5% | Current |
| Frontier | Livestock | 18.5% | Current |
| Frontier | Snow | 18.5% | Current |
| Frontier | Cotton | 18.5% | Current |
| Frontier | Sprayers | 18.5% | Current |

Contract updates

February 6, 2019 – Added 5090EL and 5090E tractors to 19.5% discount category with the 5085E and 5100E.