

MASSACHUSETTS - Lawns and Grounds Equipment

Contract Number:	FAC116
Contract Period:	May 1, 2021 – April 30, 2027
Eligibility:	<p>Contract is open for use by all eligible public entities within the Commonwealth of Massachusetts including:</p> <ul style="list-style-type: none"> • Cities, towns, districts, counties, and other political subdivisions • Executive, Legislative and Judicial Branches, including all Departments and elected offices • Independent public authorities, commissions, and public agencies • Local public libraries, public school districts and charter schools • Public hospitals, owned by the Commonwealth • Public institutions of higher education • Non-profit organizations that are doing business with the Commonwealth • Other states and territories with no prior approval by the State Purchasing Agent • Other entities when designated in writing by the State Purchasing Agent

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

Delivery Obligations	None.
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	<p>Two operator manuals must be provided to the customer for all equipment purchased at no cost. Agency can request additional operator manuals at no charge.</p> <p>Dealer will be reimbursed for manuals listed on the quote.</p>										
Miscellaneous	None.										
Multiple Unit Discount	<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="358 730 1112 898"> <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%
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Open Market by John Deere (listed in the price book)	<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>										
Open Market by Dealer (not listed in the price book)	<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>										
Payment and Remittance	<p>Credit card payments not allowed on this contract.</p> <p>Remit to Address: Deere & Company Ag & Turf CBD & Government Sales 21748 Network Place Chicago, IL 60673-1217</p>										
Substitutions	Government Sales must contact the state for approval.										

Trade-Ins	<p>Allowed: Provided that the entities involved have adhered to their state surplus property guidelines for turn-in or disposal of the equipment. Entities must refer to their state surplus agencies to further guidance on the proper procedures for their guidelines.</p> <p><u>Items must be clearly labeled on the purchase order or quote as Trade-In.</u> The agency and the dealer determine the trade-in value.</p>
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Price Structure

Price Page Tabs	Product Descriptions	Discounts off MSRP	Price Page Date
L21	Residential Zero Turn Radius Mowers (Z700s only) & Equipment	8%	19Feb21
L25	Lawn Tractors (X300s only) & Equipment	17%	17Feb21
L30	Garden Tractors & Equipment	17%	02Nov20
L35	Equipment for Lawn & Garden Tractors	17%	29Jan21
C10	Commercial Walk-Behind Mowers & Equipment	22%	23Dec20
C13	Commercial Zero-Turn-Radius Mowers & Equipment	22%	16Feb21
C15	Commercial Front Mowers & Equipment	22%	08Feb21
C18	Commercial Wide Area Mowers & Equipment	22%	02Nov20
C20	Compact Utility Tractors & Equipment	17%	11Jan21
C21	Equipment for Commercial Mowing Products	22%	02Nov20
C25	Equipment for Compact Utility Tractors	17%	03Feb21

C40	Mid Duty Crossover Utility Vehicles & Equipment	13%	02Nov20
C41	Heavy-Duty Crossover Utility Vehicles & Equipment	13%	06Nov20
C42	Traditional Utility Vehicles & Equipment	16%	04Dec20
C47	HPX Utility Vehicles & Equipment	13%	06Nov20
C48	Implements for Utility Vehicles	13%	21Dec20
G10	Reel Mowers & Equipment	23%	12Feb21
G15	Special Application Mowers & Equipment	23%	12Feb21
G20	Special Application Vehicles & Equipment	23%	17Feb21
G25	Aeration & Equipment	23%	18Nov20
G30	Debris Maintenance	23%	02Nov20
G35	Fleet Management	12%	02Nov20
A2	Tractors - 5045E, 5055E, 5065E, 5075E	13%	18Feb21
A2	Tractors – 5090E, 5090EL, 5100E	18%	18Feb21
A2	Tractors - 5000M's, Gs, GV's, GNs, MHs, MLs and Rs	21%	18Feb21
A2	Tractors – 6000 Series	23%	18Feb21
A5	Hay & Forage	21%	15Feb21
A6	Tillage	21%	09Feb21

A7	Planters, Drills and Air Seeding	21%	22Jan21
A9	Implements & Equipment (excludes scrapers)	23%	03Feb21
A10	Ag Management Solutions (AMS)	Same discount as tractor purchased	08Feb21
Frontier	Cotton	17%	02Nov20
	Cutting & Mowing	17%	02Nov20
	Hay & Forage	17%	02Nov20
	Landscaping	17%	02Feb21
	Livestock	17%	04Jan21
	Material Handling	17%	20Nov20
	Planting & Seeding	17%	02Nov20
	Snow Equipment	17%	02Nov20
	Sprayers	17%	02Nov20
	Tillage	17%	02Nov20

Contract Updates