

MASSACHUSETTS - Lawn & Grounds Equipment

Contract Number:	FAC88
Contract Period:	December 1, 2014 – November 30, 2020
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 therein -Independent public authorities, commissions and quasi-public agencies -Local public libraries, public school districts and charter schools -Public hospitals, owned by the Commonwealth -Public institutions of higher education -Non-profit, UFR-certified organizations that are doing business with the Commonwealth -Other states and territories with no prior approval by the Commonwealth Purchasing Agency required and so long as their own rules and regulations permit -Other entities when designated in writing by the Commonwealth Purchasing Agent

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	<p>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.</p>

<p>Allied - Non-John Deere Equipment</p>	<p>Allowed as long as the non-contract equipment enhances and is compatible with the contract equipment being purchased. <u>Items must be clearly labeled on the purchase order or quote as Allied.</u></p> <p>Non-contract Equipment - implements, attachments, accessories, parts or bundles not branded John Deere (other than parts) that are requested by the customer to complete the purchase of John Deere equipment awarded on contract.</p> <p>*** John Deere parts may be included on a PO as Non-contract equipment as long as the parts are related to and compatible with the contract equipment being purchased. Stand-alone parts purchases are not permitted. The price for parts is determined by the dealer. John Deere will invoice the agency for all items on the PO and credit the dealer for the parts.</p> <p>* NOTE - Non-contract items that are separate from and do not enhance or complete a contract item are NOT allowed. *</p>										
<p>Credit Cards</p>	<p>Not allowed on this contract.</p>										
<p>Demo</p>	<p>Not allowed on this contract.</p>										
<p>Fees</p>	<p>No fees may be charged.</p>										
<p>Financing</p>	<p>Not allowed on this contract.</p>										
<p>Leasing</p>	<p>Not allowed on this contract.</p>										
<p>Multiple Unit Discount</p>	<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" data-bbox="341 1428 760 1932"> <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>	Quantity	Additional Discount	3-4	1%	5-6	2%	7-8	3%	9 units or more	4%
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5-6	2%										
7-8	3%										
9 units or more	4%										

	<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>
Non-contract - John Deere Equipment	<p>Allowed as long as the equipment is related to and compatible with the contract equipment being purchased. <u>Items must be clearly labeled on the purchase order or quote as Non-contract.</u></p> <p>Non-contract Deere equipment - John Deere or Frontier branded implements, attachments, accessories, parts or bundles not branded John Deere (other than parts) that are requested by the customer to complete the purchase of John Deere equipment awarded on contract.</p>
Rental	Not allowed on this contract.
Special Delivery Obligations	None.
Substitutions	Not allowed on this contract.
Trade-ins	<p>Allowed under this contract 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. <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>
Miscellaneous	<p>Two operator manuals must be provided to the customer at no cost. Agency can request additional operator manuals at no charge.</p> <p>Manuals must be included on the quote or the agency's PO. Dealer will be reimbursed.</p>
Payment Remittance Information	<p>Remit to Address: Deere & Company Ag & Turf CBD & Government Sales 21748 Network Place Chicago, IL 60673-1217</p>

Price Structure

Price Page Tabs	Product Descriptions	Discounts off MSRP	Price Page Date
L25	Lawn Tractors (X300s only) & Equipment	18%	21Dec18
L30	Garden Tractors & Equipment	18%	21Dec18
L35	Equipment for Lawn & Garden Tractors	18%	07Jan19
C10	Commercial Walk-Behind Mowers & Equipment	13%	01Nov18
C13	Commercial Zero-Turn-Radius Mowers & Equipment	23%	07Jan19
C15	Commercial Front Mowers & Equipment	23%	17Dec18
C18	Commercial Wide Area Mowers & Equipment	23%	01Nov18
C20	Compact Utility Tractors & Equipment	17%	14Dec18
C21	Equipment for Commercial Mowing Products	23%	01Nov18
C25	Equipment for Compact Utility Tractors	17%	03Dec18
C40	Mid Duty Crossover Utility Vehicles & Equipment	16%	10Dec18
C41	Heavy-Duty Crossover Utility Vehicles & Equipment	16%	24Dec18
C42	Traditional Utility Vehicles & Equipment	16%	01Nov18
C47	HPX Utility Vehicles & Equipment	16%	17Dec18
C48	Implements for Utility Vehicles	16%	01Nov18

G10	Reel Mowers & Equipment	22%	24Dec18
G15	Special Application Mowers & Equipment	22%	02Nov18
G20	Special Application Vehicles & Equipment	22%	07Jan19
G25	Aeration & Equipment	22%	26Nov18
G35	Fleet Management	22%	01Nov18
A2	5000 Series	18%	18Dec18
	6000-9000 Series	23%	
A5	Hay & Forage	23%	26Nov18
A6	Tillage	23%	06Dec18
A7	Planters, Drills and Air Seeding	23%	21Dec18
A9	Implements & Equipment (excludes scrapers)	23%	18Dec18
Frontier	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%	07Jan19
	Spray	18%	01Nov18

Contract Updates

18Jan19 – All Price Pages updated. Price Page Tabs C48 and G35 were added to the contract.

29Nov18 – Contract end date changed from 30Nov2018 to 30Nov2020.

05Nov18 - Updated Miscellaneous section regarding manuals.

12Jul18 – Updated Miscellaneous section regarding manuals.

08Mar18 - Updated Price Tab C41 from 13Nov17 to 16Jan18.

21Dec17 - All price pages updated.

21Feb17 - Updated Financing details to state that John Deere Municipal Lease is not allowed.

02Dec16 - Contract end date changed from 30Nov2016 to 30Nov2018. All price pages were updated. Changes effective 01Dec2016.

25Jul16 - All Price Pages updated.

06Jul16 - Clarified Non-Contract Equipment definition and specified items that do not enhance or complete contract equipment is not allowed.

22Mar16 - All Price Pages updated.

22Dec15 - All Price Pages updated.

28Sep15 - All Price Pages updated.

26Jun15 - All Price Pages updated.