

MISSOURI – Ground Maintenance Equipment – NASPO ValuePoint Agreement

Contract Number:	C114030002
Contract Period:	September 1, 2013 – November 4, 2019
Eligibility:	The state allows all state agencies, political subdivisions (counties, cities, public school districts, etc.), colleges/universities, governmental entities and cooperative purchasing members to utilize this contract.

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	Allowed. Allied equipment may only be sold in connection with the sale of a contract item. <u>Items must be clearly labeled on the purchase order or quote as Allied</u> . Allied items are Order Zone products, implements, attachments, accessories, parts or bundles not manufactured by John Deere that are requested by the customer to complete the purchase of John Deere equipment awarded on contract.
Credit Cards	Allowed with no limit.
Demo	Not allowed on this contract.
Fees	No fees may be charged.
Financing	Not allowed on this contract.
Leasing	Not allowed on this contract.

<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="0" data-bbox="337 321 906 483"> <thead> <tr> <th data-bbox="337 321 440 352">Quantity</th> <th data-bbox="686 321 906 352">Additional Discount</th> </tr> </thead> <tbody> <tr> <td data-bbox="362 354 415 384">3-4</td> <td data-bbox="760 354 792 384">1%</td> </tr> <tr> <td data-bbox="362 386 415 415">5-6</td> <td data-bbox="760 386 792 415">2%</td> </tr> <tr> <td data-bbox="362 417 415 447">7-8</td> <td data-bbox="760 417 792 447">3%</td> </tr> <tr> <td data-bbox="362 449 529 478">9 units or more</td> <td data-bbox="760 449 792 478">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%
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3-4	1%										
5-6	2%										
7-8	3%										
9 units or more	4%										
<p>Non-contract - John Deere Equipment</p>	<p>Allowed. Non-contract equipment may only be sold in connection with the sale of a contract item. <u>Items must be clearly labeled on the purchase order or quote as Non-Contract.</u></p> <p>Non-contract items are John Deere manufactured Order Zone products, implements, attachments, accessories, parts or 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>Rental</p>	<p>Not allowed on this contract.</p>										
<p>Special Delivery Obligations</p>	<p>Parts and technical manuals must be provided to the customer at no cost. This may be provided on paper or CD.</p> <p>Manuals must be included on the quote or the agency's PO. Dealer will be reimbursed.</p>										
<p>Substitutions</p>	<p>Allowed.</p>										
<p>Trade-ins</p>	<p>Allowed. Items must be clearly labeled on the purchase order or quote as Trade-In.</p> <p>End Users that wish to trade-in equipment toward the purchase of "new equipment" under this Contract may do so, if permitted by their internal policies. The trade-in value will be determined by negotiation between the agency's End-Users and the selected local Dealer. Upon mutual agreement of a trade-in value, the description of the equipment and the trade-in value will be itemized on the End User's purchase order and the trade-in value will be deducted from the Contract price. Deere & Company will invoice the End User for the Contract purchase price less the trade-in value.</p>										
<p>Miscellaneous</p>	<p><u>Training</u></p>										

Provide on-site in-service training (if required) to ordering agency either by representative or instructional DVD at no cost to agency and held at order agency's facility. Dealers must provide invoice for reimbursement of cost of DVD or submit invoice itemizing time spent on on-site training which will be reimbursed at the labor rate posted on the Government and National Sales Reimbursement Schedule.

Attachments / Implements

Only attachments / implements for "power unit" models on contract may be sold on contract.

Payment
Remittance
Information

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

Price Structure

A parts and technical manual on CD **must** be furnished at no cost to the customer for each new item purchased. Paper manuals are allowed if CD is not available. Part numbers for the manuals **must** be included on the quote or the agency's PO at no charge. See "Special Delivery Obligations" above for more details.

Price Page Tabs	Product Descriptions	Discounts off MSRP	Price Page Dates
Turf Equipment			
L25	Lawn Tractors (X300s only) & Equipment	17.5%	Current Price
L30	Garden Tractors & Equipment	17.5%	Current Price
L35	Equipment for Lawn & Garden Tractors	16.5%	Current Price
C10	Commercial Walk-Behind Mowers & Equipment	12.5%	Current Price
C13	Commercial Zero-Turn-Radius Mowers & Equipment	22.5%	Current Price
C15	Commercial Front Mowers & Equipment	22.5%	Current Price
C18	Commercial Wide Area Mowers & Equipment	22.5%	Current Price
C20	Compact Utility Tractors & Equipment	16.5%	Current Price
C21	Equipment for Commercial Mowing Products	22.5%	Current Price
C25	Equipment for Compact Utility Tractors	16.5%	Current Price
C39	Recreational Utility Vehicles & Equipment	15.5%	Current Price
C40	Mid Duty Crossover Utility Vehicles & Equipment	15.5%	Current Price
C41	Heavy-Duty Crossover Utility Vehicles & Equipment	15.5%	Current Price
C42	Traditional Utility Vehicles & Equipment	15.5%	Current Price
C47	HPX Utility Vehicles & Equipment	15.5%	Current Price
C48	Equipment for Utility Vehicles	15.5%	Current Price

Golf Equipment			
G10	Reel Mowers & Equipment	20.5%	Current Price
G15	Special Application Mowers & Equipment	20.5%	Current Price
G20	Special Application Vehicles & Equipment	20.5%	Current Price
G25	Aeration & Equipment	20.5%	Current Price
G30	Debris Maintenance & Equipment	20.5%	Current Price
Ag Equipment			
A2	Tractors: 5000 Series	17.5%	Current Price
A2	Tractors: 6000 - 9000 Series	22.5%	Current Price
A3	Combines	21.5%	Current Price
A4	Cotton	21.5%	Current Price
A5	Hay & Forage	21.5%	Current Price
A6	Tillage	21.5%	Current Price
A7	Planters, Drills & Air Seeder	21.5%	Current Price
A8	Sprayers	21.5%	Current Price
A9	Implements & Attachments	22.5%	Current Price
A10	Ag Management Solutions (AMS)	3.5%	Current Price
Frontier Equipment			
Frontier	Cutting & Mowing	17.5%	Current Price
Frontier	Material Handling	17.5%	Current Price
Frontier	Landscaping	17.5%	Current Price
Frontier	Planting & Seeding	17.5%	Current Price
Frontier	Cotton	17.5%	Current Price
Frontier	Hay & Forage	17.5%	Current Price
Frontier	Tillage	17.5%	Current Price
Frontier	Livestock	17.5%	Current Price
Frontier	Snow	17.5%	Current Price
Frontier	Golf Equipment	17.5%	Current Price

Contract Updates

05Nov18 – Updated manual verbiage.

06Nov17 - Changed contract end date from 4Nov17 to 4Nov19. Added Price Tab C48 and Frontier Cotton.
All changes effective 5Nov17.

07Jul17 - Modification #16 for VA Contract E194-1483: Added all turf, golf, ag and Frontier products. Removed pricing spreadsheet. Changed to current price contract; Changed Substitutions from "not allowed" to "allowed".

06Jun2017 - Added Z960M to Category 5 Item 9. Effective June 2016.

30Oct15 - Contract renewed through November 4, 2017.

30Sep15 - Effective October 1, 2015 - 6105D, 6115D, 6130D and 6140D removed and 6105E, 6120E and 6135E added.

26Aug15 - Price correction for 5085E and 5100E

18Aug15 - Partial Price Page Update; Each model listed next to applicable price page date.

08Jun15 - Discounts reduced by 0.5% effective June 8, 2015.