

## NORTH CAROLINA - Grounds Maintenance Equipment

Contract Number:	2210B
Contract Period:	February 1, 2023 – January 31, 2028
Eligibility:	<p>State Departments, Agencies, State Universities, Community Colleges, Local Education Authorities (K-12 schools), Non-profits, Charter Schools, Volunteer Fire and Rescue Departments and local governments in North Carolina.</p> <p><b>This is a mandatory contract for State Agencies, Departments, Institutions, Universities and Community Colleges.</b></p>

### Quotes and Purchase Orders:

North Carolina State Agencies using the NC eProcurement system to generate a purchase order.

Please make sure you are selecting the correct Supplier Location – **6109-F Deere & Company-Ag & Turf Division**. This will ensure the correct Supplier Address shows on the purchase order. Incorrect Supplier Addresses will not be accepted, and purchase order will have to be reissued.

Agencies who have questions or need assistance with the eProcurement system contact the eProcurement Help Desk at [ephelpdesk@its.nc.gov](mailto:ephelpdesk@its.nc.gov) or 888-211-7440 (Option 1)

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	<p><b>Backup Alarm, Strobe Light and Fire Extinguisher Requirement</b></p> <p><b>Any self-propelled equipment ordered by the State of North Carolina (State Agencies, State Community Colleges, and State Universities) must have a backup alarm, fire extinguisher and a strobe/beacon light.</b></p> <p>The backup alarm, fire extinguisher and strobe/beacon light must be listed separately on the quote for all Agencies. Agencies will be charged for these items. Dealers should order backup alarm and</p>
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strobe/beacon light from the contract pages for the equipment purchased if available. Agencies will receive the normal discount for items on the contract pages that have a MSRP. If not available on the contract pages, items can be ordered from another manufacturer provided they meet the specifications. These items will be handled as a pass-through. Any additional charges for installation etc. for items purchased from an aftermarket supplier should be added to the cost of the item so that there is only one price for each aftermarket item. Agencies will be charged, and Dealers will be reimbursed for the amount listed on the quote.

**If a backup alarm or strobe/beacon light is not available, then the self-propelled equipment cannot be sold using this contract.**

**BACKUP ALARM:**

Backup alarm and may be manufacturer or dealer installed. Backup alarm shall be in accordance with SAE J994, electronic type (not ding dong), shall become activated immediately upon backing of equipment (not activated by motion detection), must be audible above the surrounding noise level of the equipment, must be a sealed type unit to protect internal components from moisture, dust and contaminants, resists effects of vibration, single or dual tone is acceptable, and minimum one year warranty shall apply.

**Backup Alarm is REQUIRED for Ride-on type units. Zero turn, Lever steered, Stand-on and Walk-behind units are exempted from this requirement.**

**STROBE LIGHT:**

Strobe/Beacon light, single bulb, specifically designed for outdoor use in 12-volt vehicular installations. Light is to be installed in a location visible from any azimuthal location by a driver seated in an automobile and shall specifically not be blocked by driver of the utility vehicle, its other occupant(s), or its cargo. Pole or equivalent mounting means shall be provided if such is necessary for unblocked visibility of the strobe/beacon light as required above. Light shall be switchable by user, on/off, switch to be conveniently located for access by the seated operator. Color of light shall be selected by the user. Flash rate shall be adjustable or otherwise set at a value typical of best industry practice.

**Strobe Light is REQUIRED for Ride-on type units. Zero turn, Lever steered, Stand-on and Walk-behind units are exempted from this requirement.**

**FIRE EXTINGUISHERS:**

Rechargeable five (5) lbs. fire extinguishers shall be mounted on each unit that is self-propelled in accordance with the Society of Automotive Engineers (SAE), National Fire Protection Association (NFPA) or Federal Motor Vehicle Safety Standards (FMVSS) requirements.

**Fire Extinguisher is REQUIRED for Ride-on type units.**

**TRAINING:**

Dealers shall provide a qualified representative to instruct the owners' operators in the proper operation, routine maintenance, safety, and service upon delivery for a minimum of four (4) hours, if requested by the end-user.

**Fees**

**Delivery Charge**

An optional delivery charge of \$8 per loaded mile is allowed for the delivering dealer and must be agreed to by the agency. This fee is not per machine; it's per load. If charged, the fee must appear on the quote or purchase order. Use [Google Maps](https://www.google.com/maps) to calculate the mileage.

Financing	<b>Allowed:</b> For local governmental and non-state agencies if the agency rules and guidelines allow. This 12-60-month financial product requires payment and enables ownership of the equipment.										
Machine Hours	<b>Allowed:</b> Due to factory delivery, pre-delivery inspection, machine setup and installation of attachments, machines may have hours but should not exceed hour usage guidelines in the warranty administration manual.										
Manuals	<p>An operator's manual is included with the delivery of the equipment at no charge.</p> <p>2 operators manuals and 2 technical manuals on CD <b>must</b> be furnished at no cost to the State of North Carolina agencies (State Agencies, State Community Colleges, State Universities) for each new item purchased. Paper manuals are allowed if CD is not available. <b>Part numbers for the manuals must be included on the quote or the agency's PO at no charge.</b> John Deere dealers can obtain the part numbers to order the appropriate manuals by accessing the <a href="#">Technical Publications Locator</a>.</p> <p>Dealers will be reimbursed for manuals listed on the quote.</p>										
Multiple Unit Discount	<p>Sales of 3 or more like <u>self-propelled products</u> sold on the <u>same</u> purchase order are eligible for the multiunit discount. The 3 or more self-propelled products must be in the same equipment categories as shown below and included on the same purchase order. Compatible implements and attachments sold with such products also qualify for the multi-unit discount, but do not count as a unit. <u>Frontier Equipment is excluded from the Multiple Unit Discount.</u></p> <ul style="list-style-type: none"> <li>• Riding Lawn Equipment</li> <li>• Commercial Mowing</li> <li>• Compact Utility Tractors</li> <li>• Utility Vehicles (excluding Prognators)</li> <li>• Golf Equipment (including Prognators)</li> <li>• Ag Tractors</li> <li>• Ag Sprayers</li> </ul> <table> <tr> <th>Quantity</th><th>Additional Discount</th></tr> <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> </table>	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><b>Allowed:</b> Open-Market items are <b>implements, attachments, accessories, parts, bundles and service plans</b> 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	<b>Allowed:</b> Open-Market items <b>not available from John Deere but offered by the delivering Dealer</b> to complete the purchase of John Deere equipment awarded on contract.										

Dealer (not listed in the price book)	Items must be clearly labeled on the purchase order as Open Market.
Payment and Remittance	Credit card payments not allowed.  Remit to Address: Deere & Company Ag & Turf CBD & Government Sales 21748 Network Place Chicago, IL 60673-1217
Substitution	Government Sales must contact the state for approval.
Trade-In	<b>Allowed:</b> Items must be clearly labeled on the purchase order or quote as Trade-In. The agency and the dealer will determine the trade-in value.

## Price Structure

<u>Product Description</u>	<u>Discount off MSRP</u>	<u>Price Page Date</u>
Residential Zero Turn Radius Mowers Z300 & Z500 Series – Equipment Category 2	3%	<a href="#">01Feb25</a>
Lawn Tractors S100 – S240 – Equipment Category 2	3%	<a href="#">01Feb25</a>
Lawn Tractors X300 Series Only – Equipment Category 2	17%	<a href="#">01Feb25</a>
Garden Tractors X500 & X700 Series – Equipment Category 2	17%	<a href="#">01Feb25</a>
Equipment for Lawn and Garden Tractors – Equipment Category 2	17%	<a href="#">01Feb25</a>
Commercial Walk-Behind Mowers – Equipment Category 2	22%	<a href="#">01Feb25</a>
Commercial QuikTrak Mowers – Equipment Category 2	22%	<a href="#">01Feb25</a>
Commercial Zero Turn Mowers – Equipment Category 2		
Z700 Series	8%	<a href="#">01Feb25</a>
Z900 Series	22%	<a href="#">01Feb25</a>

Commercial Front Mowers – Equipment Category 2	22%	<a href="#">01Feb25</a>
Commercial Wide Area Mowers – Equipment Category 2	22%	<a href="#">01Feb25</a>
Equipment for Commercial Mowing – Equipment Category 2	22%	<a href="#">01Feb25</a>
Compact Utility Tractors – Equipment Category 5	17%	<a href="#">01Feb25</a>
Equipment for Compact Utility Tractors – Equipment Category 5	17%	<a href="#">01Feb25</a>
Mid-Size Crossover Utility Vehicles – Equipment Category 6	13%	<a href="#">01Feb25</a>
Full-Size Crossover Utility Vehicles – Equipment Category 6	13%	<a href="#">01Feb25</a>
Traditional Utility Vehicles – Equipment Category 6 Excludes GS Gators	16%	<a href="#">01Feb25</a>
HPX Utility Vehicles – Equipment Category 6	13%	<a href="#">01Feb25</a>
G&T – Reel Mowers – Equipment Category 7	23%	<a href="#">01Feb25</a>
G&T – Special Application Mowers – Equipment Category 7	23%	<a href="#">01Feb25</a>
G&T – Special Application Vehicles – Equipment Category 7	23%	<a href="#">01Feb25</a>
G&T – Aercore – Equipment Category 7	23%	<a href="#">01Feb25</a>
G&T – Debris Maintenance – Equipment Category 7	23%	<a href="#">01Feb25</a>
Ag Tractors 5050E, 5060E, 5067E, 5075E – Equipment Category 5	13%	<a href="#">01Feb25</a>
Ag Tractors 5090E, 5090EL, 5100E – Equipment Category 5	18%	<a href="#">01Feb25</a>
Ag Tractors 5000Ms, ENs, GLs, GNs, GVs, MHs, MLs – Equipment Category 5	21%	<a href="#">01Feb25</a>
Ag Equipment 6000 Series Tractors – Equipment Category 5	23%	<a href="#">01Feb25</a>

Ag Equipment 7000-9000 Series Tractor – Equipment Category 5 <b>Excludes Precision Upgrades</b>	23%	<a href="#">01Feb25</a>
Ag Equipment – Combine – Equipment Category 8 <b>Excludes Precision Upgrades</b>	21%	<a href="#">01Feb25</a>
Ag Equipment – Cotton – Equipment Category 9	21%	<a href="#">01Feb25</a>
Ag Equipment – Hay and Forage – Equipment Category 10	21%	<a href="#">01Feb25</a>
Ag Equipment – Tillage – Equipment Category 12	21%	<a href="#">01Feb25</a>
Ag Equipment – Planting and Seeding – Equipment Category 13 <b>Excludes Performance Upgrades</b>	21%	<a href="#">01Feb25</a>
Ag Equipment – Sprayers – Equipment Category 14 <b>Exclude Performance Upgrades</b>	21%	<a href="#">01Feb25</a>
Ag Equipment – Material Handling, Cutters, and Shredders – Equipment Category 16	23%	<a href="#">01Feb25</a>
Ag Equipment – Ag Management Solutions (AMS) – Equipment Category 15	Same As Tractors Discount 4% If Purchased w/o Tractor	<a href="#">01Feb25</a>
Frontier Cutting & Mowing – Equipment Category 16	17%	<a href="#">01Feb25</a>
Frontier Hay & Forage – Equipment Category 16	17%	<a href="#">01Feb25</a>
Frontier Landscape – Equipment Category 16	17%	<a href="#">01Feb25</a>
Frontier Livestock – Equipment Category 16	17%	<a href="#">01Feb25</a>
Frontier Material Handling – Equipment Category 16	17%	<a href="#">01Feb25</a>
Frontier Planting & Seeding – Equipment Category 16	17%	<a href="#">01Feb25</a>
Frontier Snow Equipment – Equipment Category 16	17%	<a href="#">01Feb25</a>
Frontier Sprayers – Equipment Category 16	17%	<a href="#">01Feb25</a>

Frontier Tillage – Equipment Category 16

17%

[01Feb25](#)

## Contract Updates

May 15, 2025 – Remove Subscriptions and Activations from Golf Fleet and AMS price pages.

May 8, 2025 – Price Pages updated.

September 12, 2024 – New XUV800 Series Utility Vehicles and 6M Tractors have been added to the contract.

June 21, 2024 – Added verbiage for North Carolina State Agencies requirements for eProcurement.

June 7, 2024 – Non-profits, Charter Schools and Volunteer Fire and Rescue Departments are eligible to use the contract.

April 18, 2024 – Price Pages updated.

February 8, 2023 – New contract announced.