

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) and local governments in North Carolina.</p> <p>This is a mandatory contract for State Agencies, Departments, Institutions, Universities and Community Colleges.</p>

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	<p>Backup Alarm, Strobe Light and Fire Extinguisher Requirement</p> <p>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.</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 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.</p> <p>If a backup alarm or strobe/beacon light is not available, then the self-propelled equipment cannot be sold using this contract.</p> <p>BACKUP ALARM: Backup alarm and may be manufacturer or dealer installed. Backup alarm shall be in accordance with</p>
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	<p>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.</p> <p>Backup Alarm is REQUIRED for Ride-on type units. Zero turn, Lever steered, Stand-on and Walk-behind units are exempted from this requirement.</p> <p>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.</p> <p>Strobe Light is REQUIRED for Ride-on type units. Zero turn, Lever steered, Stand-on and Walk-behind units are exempted from this requirement.</p> <p>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.</p> <p>Fire Extinguisher is REQUIRED for Ride-on type units.</p> <p>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.</p>
Fees	<p>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 <u>not</u> per machine; it's per load. If charged, the fee must appear on the quote or purchase order. Use Google Maps to calculate the mileage.</p>
Financing	<p>Allowed: 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.</p>
Machine Hours	<p>Allowed: 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.</p>
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 must be furnished at no cost to the State of North Carolina agencies (State Agencies, State Community Colleges, State Universities) for each new item</p>

	<p>purchased. Paper manuals are allowed if CD is not available. Part numbers for the manuals <u>must</u> be included on the quote or the agency's PO at no charge. John Deere dealers can obtain the part numbers to order the appropriate manuals by accessing the Technical Publications Locator.</p> <p>Dealers will be reimbursed for manuals listed on the quote.</p>										
<p>Multiple Unit Discount</p>	<p>Sales of 3 or more like self-propelled products sold on the same purchase order are eligible for the multi-unit 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 sold with such products also qualify for the multi-unit discount, but do not count as a unit.</p> <ul style="list-style-type: none"> • Riding Lawn Equipment • Commercial Mowing • Compact Utility Tractors • Utility Vehicles (excluding Prognators) • Golf Equipment (including Prognators) • Ag Tractors • Ag Sprayers <table border="0" style="width: 100%;"> <thead> <tr> <th style="text-align: left;">Quantity</th> <th style="text-align: left;">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>	Quantity	Additional Discount	3-4	1%	5-6	2%	7-8	3%	9 units or more	4%
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<p>Open Market by John Deere (listed in the price book)</p>	<p>Allowed: Open-Market items are implements, attachments, accessories, parts, bundles and service plans 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>										
<p>Open Market by Dealer (not listed in the price book)</p>	<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>										
<p>Payment and Remittance</p>	<p>Credit card payments not allowed.</p> <p>Remit to Address: Deere & Company Ag & Turf CBD & Government Sales 21748 Network Place Chicago, IL 60673-1217</p>										

Substitution	Government Sales must contact the state for approval.
Trade-In	Allowed: 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 (excludes Z700 Series)	3%	01Feb23
Residential Zero Turn Radius Mowers Z700 Series Only	8%	01Feb23
Lawn Tractors S100 – S240	3%	01Feb23
Lawn Tractors X300 Series Only	17%	01Feb23
Garden Tractors X500 & X700 Series	17%	01Feb23
Equipment for Lawn and Garden Tractors	17%	01Feb23
Commercial Walk-Behind Mowers	22%	01Feb23
Commercial Zero Turn Mowers	22%	01Feb23
Commercial Front Mowers	22%	01Feb23
Commercial Wide Area Mowers	22%	01Feb23
Equipment for Commercial Mowing	22%	01Feb23
Compact Utility Tractors	17%	01Feb23
Equipment for Compact Utility Tractors	17%	01Feb23

Mid-Size Crossover Utility Vehicles	13%	01Feb23
Full-Size Crossover Utility Vehicles	13%	01Feb23
Traditional Utility Vehicles	16%	01Feb23
HPX Utility Vehicles	13%	01Feb23
G&T – Reel Mowers	23%	01Feb23
G&T – Special Application Mowers	23%	01Feb23
G&T – Special Application Vehicles	23%	01Feb23
G&T – Aercore	23%	01Feb23
G&T – Debris Maintenance	23%	01Feb23
G&T – Fleet Management	12%	01Feb23
Ag Tractors 5050E, 5060E, 5067E, 5075E	13%	01Feb23
Ag Tractors 5090E, 5090EL, 5100E	18%	01Feb23
Ag Tractors 5000Ms, ENs, GLs, GNs, GVs, MHs, MLs	21%	01Feb23
Ag Equipment 6000 Series Tractors	23%	01Feb23
Ag Equipment 7000-9000 Series Tractor	23%	01Feb23
Ag Equipment – Combine	21%	01Feb23
Ag Equipment – Cotton	21%	01Feb23
Ag Equipment – Hay and Forage	21%	01Feb23

Ag Equipment – Tillage	21%	01Feb23
Ag Equipment – Planting and Seeding	21%	01Feb23
Ag Equipment – Sprayers	21%	01Feb23
Ag Equipment – Material Handling, Cutters, and Shredders	23%	01Feb23
Ag Equipment – Ag Management Solutions (AMS)	Same As Tractors Discount 4% If Purchased w/o Tractor	01Feb23
Frontier Cotton	17%	01Feb23
Frontier Cutting & Mowing	17%	01Feb23
Frontier Hay & Forage	17%	01Feb23
Frontier Landscape	17%	01Feb23
Frontier Livestock	17%	01Feb23
Frontier Material Handling	17%	01Feb23
Frontier Planting & Seeding	17%	01Feb23
Frontier Snow Equipment	17%	01Feb23
Frontier Sprayers	17%	01Feb23
Frontier Tillage	17%	01Feb23

Contract Updates

February 8, 2023 – New contract announced.