

## NORTH CAROLINA - Grounds Maintenance Equipment

|                         |  |
|-------------------------|--|
| <b>Contract Number:</b> | 515B   |
| <b>Contract Period:</b> | September 1, 2015 – August 31, 2020  |
| <b>Eligibility:</b>     | <p>State, public and non-state agencies. Nonprofit corporations operating charitable hospitals, local nonprofit community sheltered workshops or centers. The Division of Vocational Rehabilitation of the Department of Health and Human Services, private nonprofit agencies licensed or approved by the Department of Health and Human Services as child placing agencies, residential child-care facilities, private nonprofit rural, community, and migrant health centers designated by the Office of Rural Health and Resource Development, private higher education institutions, community colleges, counties, public school units, cities, towns, governmental entities, volunteer fire departments, rescue squads, and other subdivisions of the State and public agencies.</p> <p><b>This is a mandatory contract for State Agencies, Community Colleges and Universities.</b></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

|                             |  |
|-----------------------------|--|
| <b>Delivery Obligations</b> | <p>Upon request from the agency the Questionnaire forms must be completed within two (2) business days and must also be faxed at the time of quote. Use separate Questionnaire for each agency request. Use this link to access <a href="#">Questionnaire forms</a> - Use this link to access <a href="#">Information Spreadsheet</a> for completing the Questionnaire.</p> <p>Delivery will be completed within 30 to 180 consecutive calendar days depending on the item/equipment after receipt of the purchase order.</p> <p>Contact agency at least (24) hours prior to delivery.</p> <p>Warranty service/repair work will be provided at the agency's location for equipment that is self-propelled within (48) hours of notification from the agency. No pick-up or delivery may be charged to the agency for warranty repairs serviced at the dealership.</p> <p><b>Required backup alarm, fire extinguisher and strobe/beacon light.</b></p> <p>1) Any self-propelled equipment ordered by the State of North Carolina (State Agencies, State Community</p> |
|-----------------------------|--|

Colleges and State Universities) must have a backup alarm, fire extinguisher and a strobe/beacon light as listed on DealerPath.

2) The backup alarm, fire extinguisher and strobe/beacon light must be listed separately on the quote for all Agencies. Agencies will now 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 outlined on DealerPath. 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:**

Any self-propelled equipment ordered by the State of North Carolina (State Agencies, State Community Colleges, State Universities) must have a backup alarm and can be factory installed or Dealer installed (**Ztrak and lever steered units are exempted from the backup alarm requirement**)-(**Golf & Turf equipment being specifically used on a golf course is exempt from this requirement**). Dealers will need to order the standard backup alarm from the contract price pages for the equipment being purchased. 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, resist effects of vibration, single or dual tone is acceptable, and minimum one year warranty shall apply. If there is no John Deere Alarm that can be used and an Allied Back-up Alarm is available and functions correctly, Dealer will need to list Allied Part number on quote and clearly identify as "Allied back-up Alarm". **If there is no back-up alarm available, then you cannot sell that piece of self-propelled equipment on this contract.**

#### **FIRE EXTINGUISHERS:**

Required equipment delivered with each self-propelled unit ordered by the State of North Carolina (State Agencies, State Community Colleges, State Universities) – Rechargeable fire extinguishers of adequate size 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). The Dealer will be reimbursed by John Deere 1 MST hour for the installation. Dealer will use the following part numbers to order fire extinguishers. Please make sure that the triplex (ABC) extinguishers listed are appropriate for the environment in which the equipment will be operated, and then we would recommend using the largest one that is able to be securely mounted in such a manner as to not interfere with the proper and safe operation of the equipment upon which it is mounted.

Size Fire Extinguisher - Part Number - Bracket Part Number

2 lb. TY26853 N/A

5 lb. TY26852 AT189390

10 lb. TY26851 TY15630

#### **STROBE LIGHT:**

Required equipment on any self-propelled unit ordered by the State of North Carolina (State Agencies, State Community Colleges, State Universities). (**Golf & Turf equipment being specifically used on a golf course is exempt from this requirement**). Strobe/Beacon light, single bulb, specifically designed for outdoor use in 12 - volt vehicular installations. Light is to be installed in a location visible by a driver seated in an automobile

|                        |  |          |                     |
|------------------------|--|----------|---------------------|
|                        | <p>and shall 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><b>QUALITY ACCEPTANCE INSPECTION:</b> NC Dept. of Purchase and Contract will no longer be responsible for completing the required quality inspections. The requirement for passing a quality inspection still exists but will now be the responsibility of the agency that is purchasing the equipment to complete the inspection. This should increase the speed of deals being processed and invoiced.</p> <p>If a machine does not pass the quality inspection, the dealer will be required to remedy the situation as soon as possible or risk charge back of the reimbursement.</p> <p><b>TRAINING:</b></p> <p>IF REQUESTED BY THE AGENCY- Dealers will provide customer training if requested by the agency and be reimbursed for the training. Dealers shall be reimbursed at \$90.00 per hour for up to 4 hours (if reasonably needed) for required training provided. Submit <a href="#">Training Reimbursement form</a> for reimbursement. Please email the completed reimbursement form along with the GNS order confirmation to <a href="mailto:CorpAcctGovSupport@JohnDeere.com">CorpAcctGovSupport@JohnDeere.com</a> to receive your credit.</p> |          |                     |
| Fees                   | <b>None</b>  |          |                     |
| Financing              | <b>Allowed:</b> For local governmental and non-state agencies if their rules and guidelines allow and if leasing is done through John Deere Financials and not through a 3 <sup>rd</sup> party. 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 parts 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>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="305 1919 1000 1955"> <tr> <td style="text-align: center;">Quantity</td> <td style="text-align: center;">Additional Discount</td> </tr> </table>  | Quantity | Additional Discount |
| Quantity               | Additional Discount  |          |                     |

|  |  |
|--|--|
|  | <p>3-4 1%</p> <p>5-6 2%</p> <p>7-8 3%</p> <p>9 units or more 4%</p> <p>Frontier Equipment is excluded from the Multiple Unit Discount program.</p>   |
| Open Market by John Deere (listed in the price book) | <p><b>Allowed:</b> Open-Market items are <b>implements, attachments, accessories, parts and bundles</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 Dealer (not listed in the price book) | <p><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.</p> <p>Items must be clearly labeled on the purchase order as Open Market.</p>  |
| Payment and Remittance                               | <p>Credit card payments allowed with no limit within agency authorization.</p> <p>Remit to Address:<br/>Deere &amp; Company<br/>Ag &amp; Turf CBD &amp; Government Sales<br/>21748 Network Place<br/>Chicago, IL 60673-1217</p>  |
| 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

| Price Book Tabs | Product Descriptions                           | Discounts off MSRP | Price Page Dates |
|-----------------|--|--------------------|------------------|
| A2              | Ag Tractors & Equipment - (6000 - 9000 Series) | 26%                | 06Mar19          |

|     |  |     |         |
|-----|--|-----|---------|
| A2  | Ag Tractors & Equipment - (5000M's, G's and R's) | 26% | 06Mar19 |
|     | Ag Tractors & Equipment – 5115RH                 | 26% | 10Jul19 |
| A2  | Ag Tractors & Equipment - (5000 E's Only)        | 18% | 06Mar19 |
| A3  | Combines   | 20% | 04Mar19 |
| A4  | Cotton   | 20% | 18Feb19 |
| A5  | Hay & Forage                                     | 20% | 04Mar19 |
| A6  | Tillage  | 20% | 27Feb19 |
| A7  | Drills/Air Seeders/Planters                      | 20% | 05Mar19 |
| A8  | Sprayers   | 20% | 25Feb19 |
| A9  | Implements & Equipment                           | 26% | 04Mar19 |
| A10 | Ag Management Solutions                          | 3%  | 05Mar19 |
| C10 | Commercial Walk-Behind Mowers & Equipment        | 25% | 18Feb19 |

|     |   |     |         |
|-----|---|-----|---------|
| C13 | Commercial Zero-Turn-Radius Mowers & Equipment    | 25% | 22Feb19 |
| C15 | Commercial Front Mowers & Equipment               | 25% | 15Feb19 |
| C18 | Commercial Wide Area Mowers & Equipment           | 25% | 06Feb19 |
| C20 | Compact Utility Tractors & Equipment              | 18% | 08Feb19 |
| C21 | Equipment for Commercial Mowing Products          | 25% | 11Feb19 |
| C25 | Equipment for Compact Utility Tractors            | 18% | 04Mar19 |
| C39 | Recreational Utility Vehicles & Equipment         | 16% | 01Nov18 |
| C40 | Mid Duty Crossover Utility Vehicles & Equipment   | 16% | 04Mar19 |
| C41 | Heavy-Duty Crossover Utility Vehicles & Equipment | 16% | 14Jan19 |
| C42 | Traditional Utility Vehicles & Equipment          | 16% | 04Mar19 |
| C47 | HPX Utility Vehicles & Equipment                  | 16% | 05Mar19 |
| C48 | Implements for Utility Vehicles                   | 16% | 04Mar19 |

|          |  |     |         |
|----------|--|-----|---------|
| G10      | Reel Mowers & Equipment                                      | 24% | 05Mar19 |
| G15      | Special Application Mowers & Equipment                       | 24% | 04Mar19 |
| G20      | Special Application Vehicles & Equipment (Excludes TE Gator) | 24% | 04Mar19 |
| G25      | Aeration & Equipment   | 24% | 04Mar19 |
| G30      | Debris Maintenance & Equipment                               | 24% | 19Feb19 |
| G35      | Fleet Management   | 13% | 01Nov18 |
| L21      | Residential Zero-Turn-Radius Mowers & Equipment              | 0%  | 31Jan19 |
| L25      | Lawn Tractors (E100s only) & Equipment                       | 0%  | 05Mar19 |
| L25      | Lawn Tractors (X300s only) & Equipment                       | 18% | 05Mar19 |
| L30      | Garden Tractors & Equipment                                  | 23% | 05Mar19 |
| L35      | Equipment for Lawn & Garden Tractors                         | 23% | 18Feb19 |
| Frontier | Cotton   | 17% | 01Nov18 |

|                    |     |         |
|--------------------|-----|---------|
| Cutting & Mowing   | 17% | 01Mar19 |
| Hay & Forage       | 17% | 01Mar19 |
| Landscaping        | 17% | 01Mar19 |
| Livestock          | 17% | 01Mar19 |
| Material Handling  | 17% | 01Mar19 |
| Planting & Seeding | 17% | 18Feb19 |
| Snow               | 17% | 07Jan19 |
| Sprayers           | 17% | 01Nov18 |
| Tillage            | 17% | 01Mar19 |

## Contract Updates

September 3, 2019 – Contract extended until August 31, 2020.

July 18, 2019 – Added 5115RH Utility Tractor

May 9, 2019 – Price Page Update that includes the addition of C48, G35 and Frontier Sprayers.

September 10, 2018 – Contract extended until August 31, 2019.

June 5, 2018 – Updated Quality Acceptance Inspection requirements.



February 8, 2018 - Updated price pages for entire contract.

April 13, 2017 - Updated price pages for entire contract.

February 13, 2017 - Removed David Ellis as Quality Acceptance Inspector.

October 6, 2016 - Price Page Update that includes the addition of C21.

May 10, 2016 - Added language for exemption on backup alarm and beacon light for Golf & Turf equipment.

March 11, 2016 - Complete Price Page Update.

October 20, 2015 - Added 6000E series tractors

October 5, 2015 - updated the requirement for backup alarm, fire extinguisher and strobe/beacon light to State agencies only. Removed the requirement for Political Subdivisions.

September 16, 2015 - added verbiage for required Strobe/Beacon light.

September 18, 2015 - removed MST for backup alarm.