

OHIO - STS515 Agricultural Machinery – Mowers, Tractors & Related Equipment

Contract Number:	800750
Contract Period:	January 1, 2019 – December 31, 2021
Eligibility:	<p>State agencies are allowed to use this contract. This is also a cooperative purchase contract allowing members of the State's cooperative purchasing program to make purchases.</p> <p>To verify membership for the cooperative purchasing program, view the Ohio county map and then:</p> <ul style="list-style-type: none"> • To the right under “Services” choose “County Report” • Then choose to export either to excel or by pdf. <p>Note for John Deere Dealers: Prior to quoting and/or delivering any contract sales, dealers must be approved by the State of Ohio and be listed on the Approved Dealer List. This process can take up to 30 days. See the section below titled, “Miscellaneous,” for more information.</p> <p>For questions regarding the Co-op program or current members, contact the DAS Cooperative Purchasing Team:</p> <p>Wayne McCulty, State Purchasing Administrator Phone: 614.466.7066, E-mail: Wayne.McCulty@das.state.oh.us</p> <p>Renee Hinte, Program Administrator Phone: 614.466.6530, E-mail: Renee.Hinte@das.state.oh.us</p> <p>Maureen Studer, Purchasing Specialist Phone: 614.728.3723, E-mail: Maureen.Studer@das.state.oh.us</p>

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.</p>
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Credit Cards	Credit card usage is optional for purchases up to \$2,500 unless the Office of Budget and Management has approved the agency to exceed this limit.										
Demo	Not allowed on this contract.										
Fees	No fees may be charged.										
Financing	<p>Not allowed on this contract.</p> <p>John Deere will extend pricing equal to its Ohio STS contract to non-state agencies (local municipalities, counties, etc.) that require financing. Non-state agencies may finance using the <u>John Deere Municipal Lease or a third-party lender</u>, which would result in full ownership of the equipment at the end of the term.</p> <p>The financed purchase will be an “open market” transaction. Quotes and purchase orders <u>must</u> reference “OH Open Market Price Schedule”. Reference or use of the Ohio STS Contract Number is prohibited on any of the purchase related documents.</p>										
Leasing	<p>Not allowed on this contract.</p> <p>John Deere will extend pricing equal to its Ohio STS contract to non-state agencies (local municipalities, counties, etc.) that require financing. Non-state agencies may utilize the <u>True Lease/Operating Lease</u>, where the customer makes payments and the equipment is returned to the dealer at the end of the term.</p> <p>The purchase will be an “open market” transaction. Quotes and purchase orders <u>must</u> reference “OH Open Market Price Schedule”. Reference or use of the Ohio STS Contract Number is prohibited on any of the purchase related documents.</p>										
Multiple Unit Discount	<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="349 1386 909 1543"> <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> <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%
Quantity	Additional Discount										
3-4	1%										
5-6	2%										
7-8	3%										
9 units or more	4%										
Non-contract -John Deere Equipment	Not allowed on this contract.										

Rental	Not allowed on this contract.
Special Delivery Obligations	None.
Substitutions	Substitution approvals must go through the State and require a formal contract amendment that can take up to 30 days.
Trade-Ins	Allowed. Items must be clearly labeled on the purchase order or quote as Trade-In.
Miscellaneous	<p>Prior to delivering any contract sales, dealers must be approved by the state of Ohio and be listed on the Approved Dealer List (linked in Eligibility section above).</p> <p>Any dealer not listed on the approved dealer list must complete the following items prior to participating in the contract. Please review the requirements carefully to avoid delays with being approved as Ohio will return documents not completed exactly as requested. The approval process takes approximately 30 days.</p> <ol style="list-style-type: none"> 1) Review the Non-IT STS Mandatory Training. 2) Review the Non-IT STS Terms and Conditions document. You are agreeing to abide by the terms and conditions of the contract. 3) Complete the Dealer Acceptance Letter ("Y-letter"). Email GovContractSupport@JohnDeere.com to obtain the most recent Y-Letter Template. You will need to provide your charter/registration number in the letter. If you have additional locations that operate under the charter/registration number shown on the letter that will be quoting and/or delivering equipment sold off this contract, list the locations by name and <u>physical</u> address on a separate page with dealership letterhead. <ul style="list-style-type: none"> - Enter your dealership's legal name in each space that says, "Authorized Dealer Name". - Enter your Ohio Secretary of State Charter/Registration Number in the field as requested. If you do not have a Charter/Registration Number, please see number 5 below. Questions regarding registration should be directed to (614) 466-3910, or visit http://www.sos.state.oh.us - Enter your dealership's information under "Purchase Orders to be sent to the following address". You will upload all PO's into JDQuote2 for processing. - Copy completed document on dealership letterhead and sign in BLUE ink. 4) Electronically file the Affirmative Action Program Verification on the Ohio Business Gateway ("OBG") website https://ohiobusinessgateway.ohio.gov/OBG/Membership/Security.mvc/Login#MainContainer 5) If you do not have a State Charter / Registration Number, complete your registration with the Secretary of State. Questions regarding registration should be directed to (614) 466-3910, or visit http://www.sos.state.oh.us 6) Submit all required items above with original signatures in BLUE ink via email to GovContractSupport@JohnDeere.com as COLOR pdf files with signatures in BLUE ink.

**Payment
Remittance
Information**

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

Price Structure

Price Book Section	Category Description	Discount off MSRP	Price Page Date
L25	Lawn Tractors (X300s Only)	17.25%	10Sep18
L30	Lawn & Garden Tractors	17.25%	25Jun18
L35	Equipment for Lawn & Garden Tractors	17.25%	01Oct18
C10	Commercial Walk-Behind Mowers	22.25%	11Sep18
C13	Commercial Zero-Turn Mowers & Equipment	22.25%	01Oct18
C15	Commercial Front Mowers & Equipment	22.25%	11Sep18
C18	Wide-Area Mowers & Equipment	22.25%	11Sep18
C20	Compact Utility Tractors & Equipment	17.25%	28Aug18
C21	Equipment for Commercial Mowing Products	22.25%	11Sep18
C25	Equipment for Compact Utility Tractors	17.25%	01Oct18
C39	Recreational Utility Vehicles & Equipment	13.25%	19Sep18
C40	Mid-Size Crossover Utility Vehicles & Equipment	13.25%	19Sep18
C41	Full-Size Crossover Utility Vehicles & Equipment	13.25%	01Oct18
C42	Traditional Utility Vehicles & Equipment	17.25%	24Sep18
C47	HPX Utility Vehicles & Equipment	13.25%	26Sep18
C48	Implements for Utility Vehicles	13.25%	02Oct18
G10	Reel Mowers & Equipment	23.25%	01Oct18
G15	Special Application Mowers & Equipment	23.25%	27Aug18
G20	Special Application Vehicles & Equipment	23.25%	11Sep18
G25	Aeration	23.25%	11Jun18
G30	Debris Maintenance	23.25%	01Nov17
G35	Golf & Turf Fleet Management	12.25%	11Jan18
A2	Ag Tractors (5045E, 5055E, 5065E, 5075E)	15.00%	01Oct18
A2	Ag Tractors (5090EL, 5090E, 5100E)	20.00%	01Oct18
A2	Ag Tractors (5000Ms, Rs, GVs, GNs, MHs and MLs)	23.00%	01Oct18
A2	Ag Tractors (6000-9000 Series)	25.00%	01Oct18
A3	Combines	21.25%	01Oct18
A5	Hay & Forage	21.25%	04Oct18
A6	Tillage	21.25%	28Sep18
A7	Planters Drills & Air Seeding	21.25%	01Oct18
A8	Sprayers	21.25%	03Sep18
A9	Material Handling	25.00%	04Oct18
A10	AMS	4.25%	01Oct18
Frontier	Cotton	17.25%	31Aug18
	Cutting & Mowing	17.25%	31Aug18
	Hay & Forage	17.25%	03Sep18

	Landscaping	17.25%	31Aug18
	Livestock	17.25%	31Aug18
	Material Handling	17.25%	10Sep18
	Planting & Seeding	17.25%	31Aug18
	Snow Equipment	17.25%	31Aug18
	Sprayer Equipment	17.25%	01Oct18
	Tillage	17.25%	31Aug18

Contract Updates

February 12, 2019 – Added “5090EL” tractor description to same category as 5090E and 5100E. Edited Tab A2 price pgs to place 5090EL in correct discount category.

February 5, 2019 – Added note in “Financing” and “Leasing” sections stating Deere would extend contract pricing equal to its Ohio STS contract to non-state agencies (local municipalities, counties, etc.) that require financing as an “open market” transaction.