

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

Contract Number:	STS018473
Contract Period:	February 23, 2024 – December 31, 2026
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, please review the Ohio co-op member list.</p> <p>Note for John Deere Dealers: Prior to quoting and/or delivering any contract sales, dealers <u>must</u> be approved by the State of Ohio and be listed on the Approved Dealer List. This process can take up to 45 days. See the section below titled, "Miscellaneous," for more information.</p>

Quotes and Purchase Orders:

John Deere Dealer, please review agency eProcurement requirements prior to providing the final quote. Please follow the [A&T Quote Process for Ohio](#) for agencies that require a pre-audited quote to be sent electronically to their eProcurement system.

Agencies who have questions or need assistance with the eProcurement system should contact the OBM Shared Services Center at 614-338-4781 or 877-644-6771 or ohiosharedservices@Ohio.gov (put "OhioBuys" in the subject line).

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 the 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	None.
Fees	No fees may be charged.
Financing	<p>Not allowed on this contract.</p> <p>If financing is required by a non-state agency (local municipalities, counties, etc.), John Deere will extend pricing equal to its Ohio STS contract. Dealers must go to JD Quote 2 and select the “OH Open Market Price Schedule” to create the quote. Reference of Ohio STS Contract 800750 is prohibited on any of the purchase related documents. Quotes and purchase orders <u>must</u> reference “OH Open Market Price Schedule”.</p> <ul style="list-style-type: none"> The “OH Open Market Price Schedule” allows non-state agencies to 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. The financed purchase will be an “open market” transaction.
Leasing	<p>Not allowed on this contract.</p> <p>If financing is required by a non-state agency (local municipalities, counties, etc.), John Deere will extend pricing equal to its Ohio STS contract. Dealers must go to JD Quote 2 and select the “OH Open Market Price Schedule” to create the quote. Reference of Ohio STS Contract 800750 is prohibited on any of the purchase related documents. Quotes and purchase orders <u>must</u> reference “OH Open Market Price Schedule”.</p> <ul style="list-style-type: none"> The “OH Open Market Price Schedule” allows non-state agencies to finance using 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. The financed purchase will be an “open market” transaction.
Machine Hours	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.
Manuals	An operator’s manual is included with the delivery of the equipment at no charge.
Miscellaneous	<p>Prior to quoting and/or delivering any contract sales, dealers <u>must</u> be approved by the state of Ohio and be listed on the Approved Dealer List.</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. <u>The approval process can take up to 45 days.</u></p>

- 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 physical address on a separate page with dealership letterhead.**
 - 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.

Multiple Unit
Discount

Sales of 3 or more like self-propelled products sold on the same 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 sold with such products also qualify for the multi-unit discount, but do not count as a unit. Frontier Equipment is excluded from the Multiple Unit Discount.

- Riding Lawn Equipment
- Commercial Mowers
- Compact Tractors
- Utility Vehicles (excluding ProGators)
- Golf Equipment (including ProGators)
- Ag Tractors

	<p>When applicable, the contract discount plus the multiple unit discount equals the total discount. Discounts are based on the following schedule:</p> <table> <tr> <th><u>Quantity</u></th><th><u>Additional Discount</u></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</td><td>4%</td></tr> </table>	<u>Quantity</u>	<u>Additional Discount</u>	3-4	1%	5-6	2%	7-8	3%	9+ units	4%
<u>Quantity</u>	<u>Additional Discount</u>										
3-4	1%										
5-6	2%										
7-8	3%										
9+ units	4%										
Open Market by John Deere (listed in the price book)	Not allowed on this contract.										
Open Market by Dealer (not listed in the price book)	Not allowed on this contract.										
Payment Remittance Information	<p>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.</p> <p>Remit to Address: Deere & Company Ag & Turf CBD & Government Sales 21748 Network Place Chicago, IL 60673-1217</p>										
Substitutions	Substitution approvals must go through the State and require a formal contract amendment that can take up to 45 days.										
Trade-Ins	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

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 45 days. See the section above titled, “Miscellaneous,” for more information.

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Category Description	Discount off MSRP	Price Page Date
Residential Zero-Turn Mowers & Equipment: Z300s, Z500s	3.25%	01Nov24
Lawn Tractors & Equipment: S100s & S200s	3.25%	01Nov24
Lawn Tractors & Equipment: X300s	17.25%	01Nov24
Lawn & Garden Tractors: X500s, X700s	17.25%	01Nov24
Equipment for Lawn & Garden Tractors	17.25%	01Nov24
Commercial Walk-Behind Mowers	17.25%	01Nov24
Commercial Quik Trak Mowers	17.25%	01Nov24
Commercial Zero-Turn Mowers & Equipment: Z700s	8.25%	01Nov24
Commercial Zero-Turn Mowers & Equipment Z900s	22.25%	01Nov24
Commercial Front Mowers & Equipment	22.25%	01Nov24
Wide-Area Mowers & Equipment	22.25%	01Nov24
Equipment for Commercial Mowing Products	22.25%	01Nov24
Compact Utility Tractors & Equipment: 1000-4000 Series	17.25%	01Nov24
Equipment for Compact Utility Tractors	17.25%	01Nov24
Mid-Size Crossover Utility Vehicles & Equipment: XUV500s	13.25%	01Nov24
Full-Size Crossover Utility Vehicles & Equipment: XUV800s	13.25%	01Nov24
Traditional Utility Vehicles & Equipment: TE, TX, TH (excludes GS Gators)	16.25%	01Nov24
HPX Utility Vehicles & Equipment	13.25%	01Nov24
Reel Mowers & Equipment	23.25%	01Nov24
Special Application Mowers & Equipment	23.25%	01Nov24
Special Application Vehicles & Equipment	23.25%	01Nov24
Aeration	23.25%	01Nov24
Debris Maintenance	23.25%	01Nov24
Golf & Turf Fleet Management	12.25%	01Nov24
Ag Tractors: 5050E, 5060E, 5067E, 5075E	13.25%	01Nov24
Ag Tractors: 5090EL, 5090E, 5100E	18.25%	01Nov24

Ag Tractors: 5000Ms, ENs, GLs, GNs, GVs, MHs, and MLs	21.25%	01Nov24
Ag Tractors: 6000-9000 Series (excludes Precision Upgrade Kits, PUKs)	23.25%	01Nov24
Combines (excludes Precision Upgrade Kits, PUKs)	21.25%	01Nov24
Hay & Forage	21.25%	01Nov24
Tillage	21.25%	01Nov24
Planters Drills & Air Seeding (excludes Performance Upgrade Kits, PUKs)	21.25%	01Nov24
Sprayers (excludes Performance Upgrade Kits, PUKs)	21.25%	01Nov24
Ag Implements	23.25%	01Nov24
AMS	same discount as tractor purchased or 3.25% when purchased alone	01Nov24
FRONTIER EQUIPMENT		
Cutting & Mowing	17.25%	01Nov24
Hay & Forage	17.25%	01Nov24
Landscaping	17.25%	01Nov24
Livestock	17.25%	01Nov24
Material Handling	17.25%	01Nov24
Planting & Seeding	17.25%	01Nov24
Snow Equipment	17.25%	01Nov24
Sprayer Equipment	17.25%	01Nov24
Tillage	17.25%	01Nov24

Contract Updates

July 10, 2025 - Added Hartville Hardware to the Approved Dealership List. No other changes at this time.

March 24, 2025 – Price pages updated to 01Nov24. No other changes.

February 18, 2025 – Price pages have been updated. Discounts remain the same.

January 3, 2025 – Added Bridgeport Equipment & Tool to the Approved Dealership List. No other changes at this time.