

## PENNSYLVANIA – Ag and Grounds Keeping Type Power Equipment

<b>Contract Number:</b>	4400020085
<b>Contract Period:</b>	January 1, 2019 – December 31, 2022
<b>Eligibility:</b>	<p>Commonwealth of Pennsylvania agencies (state agencies) and COSTARS Members (non-state agencies) are eligible to use this contract.</p> <p>The Department of General Services (DGS) requires Local Public Procurement Units and State Affiliated Entities to register as COSTARS Members, and only those entities registered with DGS may purchase from the Contract.</p> <p>COSTARS Verification:</p> <ul style="list-style-type: none"> <li>• COSTARS member name and street address will be verified by the John Deere Account Representative against the <a href="#">COSTARS membership list</a>. <ul style="list-style-type: none"> <li>○ For assistance, review the <a href="#">search instructions</a></li> </ul> </li> <li>• Questions regarding COSTARS eligibility may be emailed to <a href="mailto:rapacostars@state.pa.us">rapacostars@state.pa.us</a></li> </ul>

### Quotes and Purchase Orders:

To obtain a quote, contact your local [John Deere Dealer](#). Your local [John Deere Dealer](#) will contact the Direct Government Sales office for a direct sales quote.

All purchase orders must show Deere & Company as the vendor and reference the contract number.

## Contract Details

Quotes	Quotes are valid for 30 days from the creation date of the quote <b>OR</b> 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.
Allied (non-Deere)	Allowed.
Credit Cards	Credit card usage is optional for purchases up to \$10,000. Credit cards are not accepted for purchases over \$10,000.

<p>Special Delivery Obligations</p>	<p><b><u>Late Delivery</u></b></p> <ul style="list-style-type: none"> <li>○ Must communicate to the ordering agency’s point of contact in writing of any possible delay and then only proceed after receiving written authorization from the order agency.</li> <li>○ When a PO status update is requested, provide an update in writing via e-mail, with any pertinent data, within 24 hours of the request.</li> </ul> <p><b><u>Manuals</u></b></p> <p>Operators manual must be included with each unit at no charge. Parts and Technical manual should be included upon request by the ordering agency. Electronic formatted manuals on CD or online may be supplied in lieu of paper manuals.</p> <p>Dealers will be reimbursed for manuals listed on the quote.</p> <p><b><u>PENNDOT</u></b></p> <p>PENNDOT may require additional items to complete the contract purchase. Those items not included in the price pages should be quoted as Open Market items to complete the sale.</p>
<p>Fees</p>	<p>A non-taxable, optional delivery charge of \$4 per loaded mile is allowed for the delivering dealer. If charged, the fee must appear on the quote or purchase order. Use <a href="#">Google Maps</a> to calculate the mileage.</p> <p><b><u>Training Fee Allowed</u></b></p> <p>\$100 / Hour for services that go beyond normal commercial delivery and set-up services only. Charge must be itemized and included on quote (prior to PO being issued) otherwise fee may not be charged.</p> <p><b><u>Attachments / Accessories Fee Allowed</u></b></p> <p>\$100 / Hour may be charged to the agency for the installment of attachments and accessories in lieu of the additional set-up allowances (using published MST hours) per the dealer reimbursement schedule. If you opt to charge the agency, the charge must be included on quote (prior to PO being issued) otherwise it may not be charged to the agency.</p>
<p>Financing</p>	<p>Allowed. The John Deere Municipal Lease or a third-party type municipal lease (if applicable) is allowed. The low interest rate, low cost John Deere Municipal Lease, is a type of financing that is specifically designed for qualified state, government and educational entities which allow full ownership at the end of the lease term.</p>
<p>Leasing</p>	<p>Allowed. The John Deere Municipal Lease or a third-party type municipal lease (if applicable) is allowed. The low interest rate, low cost John Deere Municipal Lease, is a type of financing that is specifically designed for qualified state, government and educational entities which allow full ownership at the end of the lease term.</p>
<p>Multiple Unit Discount</p>	<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> <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>	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 (Deere)	Allowed.										
Rental	Not allowed on this contract.										
Substitution	John Deere must seek written approval from the state prior to substituting.										
Trade-in	<p>Allowed subject to the following terms and conditions:</p> <p><b>State Agencies:</b> Agencies are permitted to trade in equipment in accordance with <a href="#">Part II Chapter 16</a> guidelines. Agencies must obtain the approval of the DGS State Surplus Property Division prior to initiating a procurement that includes a trade-in of equipment.</p> <p>Once approved, dealer must upload the DGS approval email with the purchase order and quote. <a href="#">Click Here</a> to see an example of the approval email.</p> <p><a href="#">Click Here</a> and scroll to the bottom of the web page to view the Commonwealth agencies that are required to use this trade-in process.</p> <p><b>COSTARS Members:</b> Trade-in's are governed by the agency's local rules, regulations, and procedures.</p> <p>Items must be clearly labeled on the purchase order or quote as Trade-In. The agency and the dealer determine the trade-in value.</p>										
Machine Hours	<p><b>Allowed:</b> Demonstrator units may be purchased if they meet the following criteria:</p> <ul style="list-style-type: none"> <li>• New and untitled</li> <li>• Price reduction over contract pricing</li> <li>• Minimal hours / miles on the unit</li> <li>• Full warranty coverage starting with agency acceptance of the unit</li> </ul>										

Miscellaneous	None.
Delivery Obligations	See Special Delivery Obligations above.
Payment Remittance Information	Remit to Address: Deere & Company Ag & Turf CBD & Government Sales 21748 Network Place Chicago, IL 60673-1217

## Price Structure

Price Page Tabs	Product Descriptions	Discounts off MSRP	Price Page Date
L25	Lawn Tractors (X300s only) & Equipment	24%	Current
L30	Garden Tractors & Equipment	24%	Current
L35	Equipment for Lawn & Garden Tractors	24%	Current
C10	Commercial Walk-Behind Mowers & Equipment	25%	Current
C13	Commercial Zero-Turn-Radius Mowers & Equipment	25%	Current
C15	Commercial Front Mowers & Equipment	25%	Current
C18	Commercial Wide Area Mowers & Equipment	25%	Current
C20	Compact Utility Tractors & Equipment	25%	Current
C21	Equipment for Commercial Mowing Products	25%	Current

C25	Equipment for Compact Utility Tractors	25%	Current
C39	Recreational Utility Vehicles & Equipment	17%	Current
C40	Mid Duty Crossover Utility Vehicles & Equipment	17%	Current
C41	Heavy-Duty Crossover Utility Vehicles & Equipment	17%	Current
C42	Traditional Utility Vehicles & Equipment	17%	Current
C47	HPX Utility Vehicles & Equipment	17%	Current
C48	Equipment for Utility Vehicles	17%	Current
G10	Reel Mowers & Equipment	25%	Current
G15	Special Application Mowers & Equipment	25%	Current
G20	Special Application Vehicles & Equipment	25%	Current
G25	Aeration & Equipment	25%	Current
G30	Debris Maintenance & Equipment	25%	Current
A2	Tractors	25%	Current
A3	Combines	23%	Current
A5	Hay & Forage	23%	Current
A6	Tillage	23%	Current
A7	Drills/Air Seeder/Planters	23%	Current

A8	Sprayers	23%	Current
A9	Implements & Equipment	25%	Current
Frontier	Cotton	19%	Current
	Cutting & Mowing	19%	Current
	Hay & Forage	19%	Current
	Landscape	19%	Current
	Livestock	19%	Current
	Material Handling	19%	Current
	Planting & Seeding	19%	Current
	Snow	19%	Current
	Tillage	19%	Current
	Sprayers	19%	Current

### Contract updates

April 12, 2022 -Updated Trade-in and Machine Hours verbiage.

December 30, 2021 – Contract renewed until December 31, 2022.

December 30, 2020 – Contract renewed until December 31, 2021.

November 13, 2019 – Updated Manual verbiage.