

## PENNSYLVANIA – Ag and Grounds Keeping Type Power Equipment

<b>Contract Number:</b>	4400028317
<b>Contract Period:</b>	January 1, 2024 – December 31, 2026
<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:ra-pacostars@state.pa.us">ra-pacostars@state.pa.us</a></li> </ul>

### 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 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 Obligations	<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>PENNDOT</u></b></p>
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	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.
Fees	<p><b><u>Delivery Charge</u></b> A non-taxable, optional delivery charge of \$6.00 per loaded mile is allowed for the delivering dealer. This fee is <u>not</u> per machine; it's per load. The agency must agree to the fee. 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> \$130 / 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> \$130 / 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>
Financing	<b>Allowed:</b> For non-state agencies only, if their rules and guidelines allow. This 12-60 month financial product require payments and enables ownership of the equipment.
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> </ul> <p>Full warranty coverage starting with agency acceptance of the unit</p>
Manuals	<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>
Miscellaneous	None.
Multiple Unit Discount	<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. Frontier Equipment is excluded from the Multiple Unit Discount program.</p> <p>Lawn &amp; Garden Equipment Commercial Mowers Compact Utility Tractors Utility Vehicles (excluding ProGators)</p>

	<p>Golf Equipment (including ProGators)          Ag Tractors          Ag Combines          Ag Cotton          Ag Sprayers</p> <p>See discount structure below:</p> <table border="0"> <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>	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><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>										
<p>Open Market by Dealer (not listed in the price book)</p>	<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>										
<p>Payment and Remittance</p>	<p>Credit card usage is optional for purchases up to \$10,000. Credit cards are not accepted for purchases over \$10,000.</p> <p>Remit to Address:          Deere &amp; Company          Ag &amp; Turf CBD &amp; Government Sales          21748 Network Place          Chicago, IL 60673-1217</p>										
<p>Substitutions</p>	<p>Government Sales must contact the state for approval.</p>										
<p>Trade-in</p>	<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>										

[Click Here](#) and scroll to the bottom of the web page to view the Commonwealth agencies that are required to use this trade-in process.

**COSTARS Members:** Trade-in's are governed by the agency's local rules, regulations, and procedures.

Items must be clearly labeled on the purchase order or quote as Trade-In. The agency and the dealer 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)	5%	Current
Residential Zero Turn Radius Mowers Z700 Series Only	10%	Current
Lawn Tractors X300 Series Only	19%	Current
Garden Tractors X500 & X700 Series	19%	Current
Equipment for Lawn and Garden Tractors	19%	Current
Commercial Walk-Behind Mowers	24%	Current
Commercial QuikTrak Mowers	24%	Current
Commercial Zero Turn Mowers	24%	Current
Commercial Front Mowers	24%	Current
Commercial Wide Area Mowers	24%	Current
Equipment for Commercial Mowing	24%	Current
Compact Utility Tractors	19%	Current

Equipment for Compact Utility Tractors	19%	Current
Mid-Size Crossover Utility Vehicles	15%	Current
Full-Size Crossover Utility Vehicles	15%	Current
Traditional Utility Vehicles Excludes GS Gators	18%	Current
HPX Utility Vehicles	15%	Current
G&T – Reel Mowers	25%	Current
G&T – Special Application Mowers	25%	Current
G&T – Special Application Vehicles	25%	Current
G&T – Aercore	25%	Current
G&T – Debris Maintenance	25%	Current
G&T – Fleet Management	14%	Current
Ag Tractors 5050E, 5060E, 5067E, 5075E	15%	Current
Ag Tractors 5090E, 5090EL, 5100E	20%	Current
Ag Tractors 5000Ms, ENs, GLs, GNs, GVs, MHs, MLs	23%	Current
Ag Equipment 6000 Series Tractors	25%	Current
Ag Equipment 7000-9000 Series Tractor Excludes Precision Upgrades	25%	Current
Ag Equipment – Combine Excludes Precision Upgrades	23%	Current
Ag Equipment – Cotton	23%	Current

Ag Equipment – Hay and Forage	23%	Current
Ag Equipment – Tillage	23%	Current
Ag Equipment – Planting and Seeding Excludes Performance Upgrades	23%	Current
Ag Equipment – Sprayers Exclude Performance Upgrades	23%	Current
Ag Equipment – Material Handling, Cutters, and Shredders	25%	Current
Ag Equipment – Ag Management Solutions (AMS)	Same As Tractors Discount 5% If Purchased w/o Tractor	Current
Frontier Cutting & Mowing	19%	Current
Frontier Hay & Forage	19%	Current
Frontier Landscape	19%	Current
Frontier Livestock	19%	Current
Frontier Material Handling	19%	Current
Frontier Planting & Seeding	19%	Current
Frontier Snow Equipment	19%	Current
Frontier Sprayers	19%	Current
Frontier Tillage	19%	Current

## Contract updates

January 1, 2024 – New contract announced.