

## TEXAS - Houston-Galveston Area Council (HGAC) Grounds & Turf Equipment Contract

<b>Contract Number:</b>	GR01-18
<b>Contract Period:</b>	January 1, 2018 – December 31, 2019
<b>Eligibility:</b>	<ul style="list-style-type: none"> <li>• HGAC membership is required to utilize this contract. Please review the <a href="#">HGAC member list</a> to confirm eligibility.</li> <li>• Eligible HGAC Member non-profit agencies are eligible to purchase John Deere equipment on the HGAC Contract.</li> <li>• <b>Charter Schools, Montessori Schools and K-12 private schools are required to pay in full (EFT, credit card or check) prior to receiving purchased equipment.</b></li> </ul> <p>To become an HGAC Member, please complete the <a href="#">Interlocal Contract (ILC) Form</a> for Government End Users and follow the instructions.</p> <p><b>The HGAC Pricing Worksheet is no longer required and it is no longer required to fax any documentation (purchase orders, quotes, etc.) to HGAC.</b> Please follow standard Government Sales order processing procedures.</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	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-John Deere Equipment	<p>Allowed as long as the Allied equipment is compatible with the contract equipment being purchased. <u>Items must be clearly labeled on the purchase order or quote as Allied</u>. Allied equipment includes implements, attachments, accessories, bundles or parts requested by the customer to complete the equipment purchase.</p> <p><b>The total cost of the allied equipment must be less than 25% of the total cost of the contract item (including options and attachments).</b></p>

	<p>Example – If an item on contract has a total cost of \$100,000 (which includes all options and accessories which are also on contract), then the allied equipment (and its allied accessories) must be less than \$25,000.</p>														
Credit Cards	Only allowed for the types of schools listed in the <b>Eligibility</b> section above when they are paying in full upfront.														
Demo	Not allowed on this contract.														
Fees	<p>An 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>State Fees:</b></p> <ul style="list-style-type: none"> <li> <table border="0"> <tr> <td>California Tire Fee</td> <td>All Motorized Equipment</td> <td>\$1.75 per New Tire</td> </tr> <tr> <td></td> <td>(Bunker Rakes, Mowers, CUT &amp; Ag Tractors, Utility Vehicles and ProGators)</td> <td></td> </tr> </table> </li> <li> <table border="0"> <tr> <td rowspan="2">Louisiana Waste Tire Fee</td> <td>CUT and Ag Tractors</td> <td>\$10.00 per New Tire</td> </tr> <tr> <td>Utility Vehicles (including ProGators)</td> <td>\$2.25 per New Tire</td> </tr> </table> </li> <li> <table border="0"> <tr> <td>Mississippi ATV Trauma Fee</td> <td>Utility Vehicles (including ProGators)</td> <td>\$50.00 per Vehicle</td> </tr> </table> </li> </ul> <p><b>Fees must be clearly labeled on the purchase order or quote.</b></p>	California Tire Fee	All Motorized Equipment	\$1.75 per New Tire		(Bunker Rakes, Mowers, CUT & Ag Tractors, Utility Vehicles and ProGators)		Louisiana Waste Tire Fee	CUT and Ag Tractors	\$10.00 per New Tire	Utility Vehicles (including ProGators)	\$2.25 per New Tire	Mississippi ATV Trauma Fee	Utility Vehicles (including ProGators)	\$50.00 per Vehicle
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Mississippi ATV Trauma Fee	Utility Vehicles (including ProGators)	\$50.00 per Vehicle													
Financing	Allowed. HGAC Members may finance using the John Deere Municipal Lease or a third-party lender, which would result in full ownership of the equipment at the end of the term.														
Leasing	Not allowed on this contract.														
Multiple Unit Discount	<p>Multiple unit discounts are permitted. The contract discount plus the multiple unit discount equals the total discount. Discounts are based on the following schedule:</p> <table border="0"> <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>	Quantity	Additional Discount	3-4	1%	5-6	2%	7-8	3%	9 units or more	4%				
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9 units or more	4%														

	<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>
Non-contract – John Deere Equipment	<p>Allowed as long as the non-contract Deere equipment is compatible with the contract equipment being purchased. <u>Items must be clearly labeled on the purchase order or quote as Non-contract.</u> Non-contract Deere equipment includes implements, attachments, accessories, bundles, parts, Frontier and Order Zone items requested by the customer to complete the equipment purchase.</p> <p><b>The total cost of the non-contract equipment must be less than 25% of the total cost of the contract item (including options and attachments).</b></p> <p>Example – If an item on contract has a total cost of \$100,000 (which includes all options and accessories which are also on contract), then the non-contract equipment (and its non-contract accessories) must be less than \$25,000.</p>
Rental	Not allowed on this contract.
Special Delivery Obligations	None.
Substitutions	Allowed.
Trade-ins	Allowed. Items must be clearly labeled on the purchase order or quote as Trade-In. The agency and the dealer determine the trade-in value.
Miscellaneous	<p><b>The HGAC Pricing Worksheet is no longer required and it is no longer required to fax any documentation (purchase orders, quotes, etc.) to HGAC.</b> Please follow standard Government Sales order processing procedures.</p> <p>The customer’s purchase order <b>must</b> contain the following information:</p> <ul style="list-style-type: none"> <li>• Customer Contact Name</li> <li>• Customer Contact Number</li> <li>• Customer Email Address</li> </ul>
Payment Remittance Information	<p>Remit to Address: Deere &amp; Company Ag &amp; Turf CBD &amp; Government Sales</p>

21748 Network Place  
Chicago, IL 60673-1217

## Price Structure

Price Page Tabs	Product Descriptions	Discounts off MSRP	Price Page Dates
L25	Lawn Tractors (X300s only) & Equipment	17.5%	Current
L30	Garden Tractors & Equipment	17.5%	Current
L35	Equipment for Lawn & Garden Tractors	17.5%	Current
C10	Commercial Walk-Behind Mowers & Equipment	22.5%	Current
C13	Commercial Zero-Turn Radius Mowers & Equipment	22.5%	Current
C15	Commercial Front Mowers & Equipment	22.5%	Current
C18	Commercial Wide Area Mowers & Equipment	22.5%	Current
C20	Compact Utility Tractors & Equipment	17.5%	Current
C25	Equipment for Compact Utility Tractors	17.5%	Current
C40	Mid Duty Crossover Utility Vehicles & Equipment	12.5%	Current
C41	Heavy-Duty Crossover Utility Vehicles & Equipment	12.5%	Current
G10	Reel Mowers & Equipment	23.5%	Current
G15	Special Application Mowers & Equipment	23.5%	Current
G20	Special Application Vehicles & Equipment	23.5%	Current

G25	Aeration & Equipment	23.5%	Current
G30	Debris Maintenance & Equipment	23.5%	Current
A2	Tractors: 5045E, 5055E, 5065E, 5075E	13.5%	Current
A2	Tractors: 5085E, 5090EL, 5090E, 5100E	18.5%	Current
A2	Tractors: 5000Ms, Rs, GVs, GNs, MHs, MLs	21.5%	Current
A2	Tractors: 6000-9000s	23.5%	Current
A3	Combines	21.5%	Current
A4	Cotton	21.5%	Current
A5	Hay & Forage	21.5%	Current
A6	Tillage	21.5%	Current
A7	Planters/ Drills/Air Seeders	21.5%	Current
A8	Sprayers	21.5%	Current
A9	Implements & Attachments	23.5%	Current
A10	Ag Management Solutions (AMS)	3.5%	Current

**The items below can be sold as "Published Options" but can't exceed \$50,000.**

Price Page Tabs	Product Descriptions	Discounts off MSRP	Price Page Dates
C21	Equipment for Commercial Mowing Products	22.5%	Current
C39	Recreational Utility Vehicles & Equipment	12.5%	Current

C42	Traditional Utility Vehicles & Equipment	15.5%	Current
C47	HPX Utility Vehicles & Equipment	12.5%	Current
C48	Equipment for Utility Vehicles	12.5%	Current
Frontier	Planting & Seeding	17.5%	Current
Frontier	Cutting & Mowing	17.5%	Current
Frontier	Landscaping	17.5%	Current
Frontier	Hay & Forage	17.5%	Current
Frontier	Livestock	17.5%	Current
Frontier	Material Handling	17.5%	Current
Frontier	Snow	17.5%	Current
Frontier	Tillage	17.5%	Current
Frontier	Cotton	17.5%	Current

## Contract Updates

February 27, 2019 – Changed LA Tire Fee from \$2 per tire to \$2.25 per tire.

February 14, 2019 – Updated descriptions for LA Tire Fee and MS ATV Trauma Fee to include ProGators. Updated CA Tire Fee to include all motorized vehicles.

February 12, 2019 – Added “5090EL” tractor description to same category as 5090E and 5100E.

September 7, 2018 – Added state fees.

January 30, 2018 - Added note about the CA tire fee and the note about certain types of schools being required to pay up-front.