Last Update: Feb 12, 2024

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

Contract Number:	GR01-20
Contract Period:	January 1, 2020 – June 30, 2024
Eligibility:	• HGAC membership is required to utilize this contract. Please review the HGAC member list to confirm eligibility. • Eligible HGAC Member non-profit agencies are eligible to purchase John Deere equipment on the HGAC Contract. • **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.** To become an HGAC Member, please complete the Interlocal Contract (ILC) Form for Government End Users and follow the instructions. **The HGAC Pricing Worksheet is no longer required.** Please see "Miscellaneous" below for more information.

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 **OR** until the contract expires, whichever occurs first. 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	Allowed as long as the Allied equipment is compatible with the contract equipment being purchased. Items must be clearly labeled on the purchase order or quote as Allied. Allied equipment includes implements, attachments, accessories, bundles or parts requested by the customer to complete the equipment purchase. **The total cost of the allied equipment must be less than 25% of the total cost of the contract item (including options and attachments).**

Public

	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.
Credit Cards	Only allowed for the types of schools listed in the **Eligibility** section above when they are paying in full upfront.
Demo	Not allowed on this contract.
Fees	An optional delivery charge of $4 per loaded mile is allowed for the delivering dealer. This fee is not per machine; it's per load. If charged, the fee must appear on the quote or purchase order. Use Google Maps to calculate the mileage. **State Fees:** • California Tire Fee — All Motorized Equipment (Bunker Rakes, Mowers, CUT & Ag Tractors, Utility Vehicles and ProGators) — $1.75 per New Tire Please review the California Tire Fee publication issued by the California Department of Tax and Fee Administration for more details. California Tire Fee must be included on the Quote or Purchase Order. **Sales to American Indians occurring on Indian reservations are exempt from the fee.** • 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 **Fees must be clearly labeled on the purchase order or quote.**
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	Multiple unit discounts are permitted. The contract discount plus the multiple unit discount equals the total discount. Discounts are based on the following schedule:

	Quantity / Additional Discount 3-4 1% 5-6 2% 7-8 3% 9 units or more 4% 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. Frontier Equipment is excluded from the Multiple Unit Discount.
Non-contract – John Deere Equipment	Allowed as long as the non-contract Deere equipment is compatible with the contract equipment being purchased. Items must be clearly labeled on the purchase order or quote as Non-contract. Non-contract Deere equipment includes implements, attachments, accessories, bundles, parts, Frontier and Order Zone items requested by the customer to complete the equipment purchase. **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).** 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.
Rental	Not allowed on this contract.
Special Delivery Obligations	None.
Substitutions	Not applicable on current price contracts.
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	**The HGAC Pricing Worksheet is no longer required. John Deere dealers should follow standard government sales procedures.** The customer's purchase order **must** contain the following information: • Customer Contact Name

Public

	• Customer Contact Number • Customer Email Address **Once the Order Management Team has completed their audit, they will email a confirmation to the John Deere dealer so the equipment can be ordered or delivered if in stock. The Order Management Team will then email the dealer's quote and the HGAC Member's PO to HGAC. HGAC will then perform its own audit and email confirmation to the HGAC Member and to John Deere.** **Shipping Charges** **For deliveries to Alaska (AK) or Hawaii (HI), factory freight to the delivering dealer will be paid by the agency. Factory freight is known at the time of quoting and will be included on the quote to the agency.** **For all other deliveries within the continental US (excluding AK & HI), the agency will NOT be charged factory freight to the delivering dealer.**
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 Dates
L21	Residential Zero-Turn Radius Mowers & Equipment (excluding Z700s)	3.5%	Current
L21	Residential Zero-Turn Radius Mowers & Equipment (Z700s Only)	8.5%	Current
L25	Lawn Tractors & Equipment (E100s, S100s, S200s Only)	3.5%	Current
L25	Lawn Tractors & Equipment (X300s only)	17.5%	Current
L30	Garden Tractors & Equipment (X500s & X700s)	17.5%	Current
L35	Equipment for Lawn & Garden Tractors	17.5%	Current

Public

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
C21	Equipment for Commercial Mowing Products	22.5%	Current
C25	Equipment for Compact Utility Tractors	17.5%	Current
C39	Recreational Utility Vehicles & Equipment	13.5%	Current
C40	Mid Duty Crossover Utility Vehicles & Equipment	13.5%	Current
C41	Heavy-Duty Crossover Utility Vehicles & Equipment	13.5%	Current
C42	Traditional Utility Vehicles & Equipment (excludes GS Gators)	16.5%	Current
C47	HPX Utility Vehicles & Equipment	13.5%	Current
C48	Equipment for Utility Vehicles	13.5%	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

Public

G30	Debris Maintenance & Equipment	23.5%	Current
G35	Golf Fleet Management	12.5%	Current
A2	Tractors: 5045E, 5050E, 5055E, 5060E, 5065E, 5067E, 5075E	13.5%	Current
A2	Tractors: 5085E, 5090EL, 5090E, 5100E	18.5%	Current
A2	Tractors: 5000Ms, Rs, GLs, GVs, GNs, MHs, MLs	21.5%	Current
A2	Tractors: 6000-9000s (excludes Precision Upgrades)	23.5%	Current
A3	Combines (excludes Precision Upgrades)	21.5%	Current
A4	Cotton	21.5%	Current
A5	Hay & Forage	21.5%	Current
A6	Tillage	21.5%	Current
A7	Planters/Drills/Air Seeders (excludes Performance Upgrades)	21.5%	Current
A8	Sprayers (excludes Performance Upgrades)	21.5%	Current
A9	Implements & Attachments	23.5%	Current
A10	Ag Management Solutions (AMS)	21.5%	Current

Public

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
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
Frontier	Sprayers	17.5%	Current

Contract Updates

February 12, 2024 - Added note stating Precision Upgrades are not allowed for 6000-9000 Series Tractors, Combines, Planters/Drills/Air Seeders and Sprayers.

June 13, 2023 - Changed contract end date from 30Jun2023 to 30Jun2024. No other changes were made.

October 29, 2021 – Changed contract end date from 31Dec2021 to 30Jun2022. No other changes were made.

Public