

STATE OF WASHINGTON - Lawn and Grounds Equipment

Contract Number:	05218
Contract Period:	April 1, 2019 – March 31, 2025
Eligibility:	<p>This contract may be utilized by: Washington State agencies, departments, offices, divisions, boards, and commissions. Any of the following institutions of higher education: state universities, regional universities, state colleges, community colleges and technical colleges.</p> <p>This contract also may be utilized by any of the following types of entities that have executed a Master Contract Usage Agreement (MCUA) with Enterprise Services: Political subdivisions, Federal governmental agencies, Public-benefit nonprofit corporations and Federally-recognized Indian Tribes located in the State of Washington.</p> <p>List of entities with a signed MCUA can be found here: MCUA Entities</p>

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	None.
Fees	<p>Delivery Charge</p> <p>An optional delivery charge of \$8.00 per loaded mile is allowed for the delivering dealer. This fee is <u>not</u> per machine; it is per load. The agency must agree to the fee. If charged, the fee must appear on the quote or purchase order. Use Google Maps to calculate the mileage.</p>
Financing	Not Allowed. Contract prohibits financing.

Machine Hours	Not Allowed: Due to factory delivery, pre-delivery inspection, machine setup and installation of attachments, machines may have minimal hours. Machines designated as demos are not allowed.										
Manuals	An operator’s manual is included with the delivery of the equipment at no charge.										
Miscellaneous	None.										
Multiple Unit Discount	<p>For sales of three or more like self-propelled equipment sold to one customer on the same purchase order qualifies for an additional discount. Implements and attachments sold with and for self-propelled ride-on machines are also eligible for multi-unit discounts, but do not count towards the total number of ride-on units, which determines the multi-unit discount percentage. See discount structure below:</p> <table data-bbox="331 730 1084 898"> <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>Frontier Equipment is excluded from the Multiple Unit Discount program.</p> <p>“Like self-propelled products” means 3 or more utility vehicles, 3 or more ztraks, etc. The purchase of 1 utility vehicle and 2 ztraks would not qualify for MUD because they are not “like” products.</p>	Quantity	Additional Discount	3-4	1%	5-6	2%	7-8	3%	9 units or more	4%
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Open Market by John Deere (listed in the price book)	<p>Allowed: Open-Market items are implements, attachments, accessories, and bundles 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>										
Open Market by Dealer (not listed in the price book)	<p>Allowed. Open-Market items not available from John Deere but offered by the delivering Dealer 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>										
Payment and Remittance	<p>Credit Card payments not allowed.</p> <p>Remit to Address: Deere & Company Ag & Turf CBD & Government Sales 21748 Network Place Chicago, IL 60673-1217</p>										

Substitutions	Not Allowed: Contract prohibits substitutions.
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

<u>Product Description</u>	<u>Discount off MSRP</u>	<u>Price Page Date</u>
Residential Zero Turn Radius Mowers (formally Tab L21)	2.50%	01Aug22
Lawn Tractors S100 – S240 (formally Tab L25)	2.50%	01Aug22
Lawn Tractors X300 Series Only (formally Tab L25)	16.50%	01Aug22
Garden Tractors X500 & X700 Series (formally Tab L30)	16.50%	01Aug22
Equipment for Lawn and Garden Tractors (formally Tab L35)	16.50%	01Aug22
Commercial Walk-Behind Mowers (formally Tab C10)	21.50%	01Aug22
Commercial Zero Turn Radius Mowers (formally Tab C13)	21.50%	01Aug22
Commercial Front Mowers (formally Tab C15)	21.50%	01Aug22
Wide Area Mowers (formally Tab C18)	21.50%	01Aug22
Equipment for Commercial Mowing (formally Tab C21)	21.50%	01Aug22
Compact Utility Tractors (formally Tab C20)	16.50%	01Aug22
Equipment for Compact Utility Tractors (formally Tab C25)	16.50%	01Aug22
Mid-Size Crossover Utility Vehicles (formally Tab C40)	12.50%	01Aug22

Full-Size Crossover Utility Vehicles (formally Tab C41)	12.50%	01Aug22
Traditional Utility Vehicles (formally Tab C42)	15.50%	01Aug22
HPX Utility Vehicles (formally Tab C47)	12.50%	01Aug22
G&T – Reel Mowers (formally Tab G10)	22.50%	01Aug22
G&T – Special Application Mowers (formally Tab G15)	22.50%	01Aug22
G&T – Special Application Vehicles (formally Tab G20)	22.50%	01Aug22
G&T – Aercore (formally Tab G25)	22.50%	01Aug22
G&T – Debris Maintenance (formally Tab G30)	22.50%	01Aug22
G&T – Fleet Management (formally Tab G35)	11.50%	01Aug22
Utility Tractors – Up to 90 PTO Horsepower (5050E, 5060E, 5067E, 5075E Only formally Tab A2)	12.50%	01Aug22
Utility Tractors – Up to 90 PTO Horsepower (5090E, 5090EL, 5100E Only formally Tab A2)	17.50%	01Aug22
Utility Tractors – Up to 90 PTO Horsepower (5000Ms, MHs, MLs, GLs, GNs, GVs Only formally Tab A2)	20.50%	01Aug22
Ag Tractors – 70 to 140 PTO Horsepower (5120M, 5120ML, 5130M, 5130ML, and 6000 Series Tractors formally Tab A2)	22.50%	01Aug22
Ag Equipment – Hay and Forage (formally Tab A5)	20.50%	01Aug22
Ag Equipment – Tillage (formally Tab A6)	20.50%	01Aug22
Ag Equipment – Planting and Seeding (formally Tab A7)	20.50%	01Aug22
Ag Equipment – Sprayers (formally Tab A8)	20.50%	01Aug22
Ag Equipment – Material Handling, Cutters, and Shredders (formally Tab A9)	22.50%	01Aug22

Ag Equipment – Ag Management Solutions (AMS) (formally Tab A10)	Same As Tractors Discount 2.5% If Purchased w/o Tractor	01Aug22
Frontier Cotton	16.50%	01Aug22
Frontier Cutting & Mowing	16.50%	01Aug22
Frontier Hay & Forage	16.50%	01Aug22
Frontier Landscape	16.50%	01Aug22
Frontier Livestock	16.50%	01Aug22
Frontier Material Handling	16.50%	01Aug22
Frontier Planting & Seeding	16.50%	01Aug22
Frontier Snow Equipment	16.50%	01Aug22
Frontier Sprayers	16.50%	01Aug22
Frontier Tillage	16.50%	01Aug22

Contract Updates:

September 15, 2022 – Updated Price Pages. Updated verbiage to allow for Delivery Charge and Open Market Items.

June 4, 2021 – Updated Price Pages.

April 22, 2020 – Updated Price Pages.