

## STATE OF WASHINGTON - Lawn and Grounds Equipment

<b>Contract Number:</b>	28123
<b>Contract Period:</b>	June 1, 2025 – April 30, 2028
<b>Eligibility:</b>	<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: <a href="#">MCUA Entities</a></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	<b>None.</b>
Fees	<p><b>Delivery Charge</b></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 <a href="#">Google Maps</a> to calculate the mileage.</p>
Financing	<b>Not Allowed.</b> Contract prohibits financing.

Machine Hours	<b>Not Allowed:</b> 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	<b>None.</b>										
Multiple Unit Discount	<p>Sales of 3 or more like <u>self-propelled products</u> sold on the <u>same</u> purchase order are eligible for the multiunit 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 and attachments sold with such products also qualify for the multi-unit discount, but do not count as a unit. <u>Frontier Equipment is excluded from the Multiple Unit Discount.</u></p> <ul style="list-style-type: none"> <li>• Riding Lawn Equipment</li> <li>• Commercial Mowers</li> <li>• Compact Tractors</li> <li>• Utility Vehicles (excludes Prognators)</li> <li>• Golf Equipment (includes Prognators)</li> <li>• Ag Tractors</li> </ul> <table data-bbox="332 1010 1084 1178"> <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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3-4	1%										
5-6	2%										
7-8	3%										
9 units or more	4%										
Open Market by John Deere (listed in the price book)	<p><b>Allowed:</b> Open-Market items are <b>implements, attachments, accessories, 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>										
Open Market by Dealer (not listed in the price book)	<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>										
Payment and Remittance	<p>Credit Card payments not allowed.</p> <p>Remit to Address:  Deere &amp; Company  Ag &amp; Turf CBD &amp; Government Sales  21748 Network Place  Chicago, IL 60673-1217</p>										

Substitutions	<b>Not Allowed:</b> Contract prohibits substitutions.
Trade-Ins	<b>Allowed:</b> 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 Z300 & Z500	3%	<a href="#">05Nov25</a>
Lawn Tractors S100 – S240	3%	<a href="#">05Nov25</a>
Lawn Tractors X300 Series Only	17%	<a href="#">05Nov25</a>
Garden Tractors X500 & X700 Series	17%	<a href="#">05Nov25</a>
Equipment for Lawn and Garden Tractors	17%	<a href="#">05Nov25</a>
Commercial Walk-Behind Mowers	22%	<a href="#">05Nov25</a>
Commercial QuikTrak Mowers	22%	<a href="#">05Nov25</a>
Commercial Zero Turn Radius Mowers Z700	9%	<a href="#">05Nov25</a>
Commercial Zero Turn Radius Mowers Z900	22%	<a href="#">05Nov25</a>
Commercial Front Mowers	22%	<a href="#">05Nov25</a>
Commercial Wide Area Mowers	22%	<a href="#">05Nov25</a>
Equipment for Commercial Mowing	22%	<a href="#">05Nov25</a>
Compact Utility Tractors	17%	<a href="#">05Nov25</a>

Equipment for Compact Utility Tractors	17%	<a href="#">05Nov25</a>
Mid-Size Crossover Utility Vehicles	13%	<a href="#">05Nov25</a>
Full-Size Crossover Utility Vehicles	13%	<a href="#">05Nov25</a>
Traditional Utility Vehicles	16%	<a href="#">05Nov25</a>
HPX Utility Vehicles	13%	<a href="#">05Nov25</a>
GX Utility Vehicles	13%	<a href="#">05Nov25</a>
G&T – Reel Mowers	23%	<a href="#">05Nov25</a>
G&T – Special Application Mowers	23%	<a href="#">05Nov25</a>
G&T – Special Application Vehicles	23%	<a href="#">05Nov25</a>
G&T – Aercore	23%	<a href="#">05Nov25</a>
G&T – Debris Maintenance	23%	<a href="#">05Nov25</a>
G & T – GS Gator	18%	<a href="#">05Nov25</a>
G&T – Fleet Management	12%	<a href="#">05Nov25</a>
Utility Tractors – Up to 90 PTO Horsepower (5050E, 5060E, 5067E, 5075E Only)	13%	<a href="#">05Nov25</a>
Utility Tractors – Up to 90 PTO Horsepower (5090E, 5090EL, 5100E)	18%	<a href="#">05Nov25</a>
Utility Tractors – Up to 90 PTO Horsepower (5000Ms, ENs, GLs, GNs, GVs, MHs, MLs Series Tractors)	21%	<a href="#">05Nov25</a>
Ag Tractors – 70 to 140 PTO Horsepower (5120M, 5120ML, 5130M, 5130ML, and 6000 Series Tractors)	23%	<a href="#">05Nov25</a>
Ag Equipment – Hay and Forage	21%	<a href="#">05Nov25</a>

Ag Equipment – Tillage	21%	<a href="#">05Nov25</a>
Ag Equipment – Planting and Seeding	21%	<a href="#">05Nov25</a>
Ag Equipment – Sprayers	21%	<a href="#">05Nov25</a>
Ag Equipment – Material Handling, Cutters, and Shredders	23%	<a href="#">05Nov25</a>
Ag Equipment – Ag Management Solutions (AMS)	Same As Tractors Discount 3% If Purchased w/o Tractor	<a href="#">05Nov25</a>
Frontier Cutting & Mowing	17%	<a href="#">05Nov25</a>
Frontier Hay & Forage	17%	<a href="#">05Nov25</a>
Frontier Landscape	17%	<a href="#">05Nov25</a>
Frontier Livestock	17%	<a href="#">05Nov25</a>
Frontier Material Handling	17%	<a href="#">05Nov25</a>
Frontier Planting & Seeding	17%	<a href="#">05Nov25</a>
Frontier Snow Equipment	17%	<a href="#">05Nov25</a>
Frontier Sprayers	17%	<a href="#">05Nov25</a>
Frontier Tillage	17%	<a href="#">05Nov25</a>

**Contract Updates:**

February 20, 2026 – Price pages updated and added GX and GS gators to contract.